

STIC Database Tracking Number:

To: Mark Fadok
Location: Knox 5D5
Art Unit: 3625
Date: June 11, 2009
Case Serial Number: 09/609,231

From: Caryn Wesner-Early
Location: EIC3600, Knox 4C29
Phone: (571) 272-3543
caryn.wesner-early@uspto.gov

Search Notes

Dear Examiner Fadok:

Please find attached the results of your search for the above-referenced case. The search was conducted in the template files, plus two automotive/transportation databases.

I have listed references of *potential* interest in the first part of the search results. However, please be sure to scan through the entire report. There may be additional references that you might find useful.

If you have any questions about the search, or need a refocus, please do not hesitate to contact me.

Thank you for using the EIC, and we look forward to your next search!

Caryn S. Wesner-Early, MSLS
ASRC Technical Information Specialist
EIC 3600, US Patent & Trademark Office
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Fax: (571) 273-0046
caryn.wesner-early@uspto.gov

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Dialog	3
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I. References of Potential Interest

Dialog

15/3,K/1 (Item 1 from file: 65)

INSTANT INVENTOR

DIALOG(R)File 65: Inside Conferences

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04173707 **Inside Conference Item ID:** CN043804686

Making Modularity Work: Combining Memory Systems and Intelligent Processes in a Dialog Agent

Bryson, J.

Conference: How to design a functioning mind - Symposium (Time for AI and society)

P: 21-29

AISB, 2000

ISBN: 1902856154

Language: English **Document Type:** Conference Papers

Sponsor: Society for the Study of Artificial Intelligence and the Simulation of Behaviour

Location: Birmingham

2000; Apr (200004) (200004)

Note:

Held as part of the AISB '00 convention

Making Modularity Work: Combining Memory Systems and Intelligent Processes in a Dialog Agent

Dialog eLink: [Order File History](#)

BAD DATE?

13/3,K/16 (Item 16 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0012495922 *Drawing available*

WPI Acc no: 2002-443435/200247

Related WPI Acc No: 2001-355393; 2002-471006; 2003-440096; 2003-634710; 2004-070427

XRPX Acc No: N2002-349368

Automated negotiation system for e-commerce, enables buyer's intelligent negotiation agent to engage in negotiation with seller's INA, when seller's INA responds to buyer's INA query

Patent Assignee: SOLOMON N (SOLO-I)

Inventor: SOLOMON N

Patent Family (4 patents, 94 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
US 20020046157	A1	20020418	US 1999162932	P	19991101	200247	B

		US 2000250819	P	20001201	
		US 20017434	A	20011203	
WO					
2003067494	A1	20030814 WO 2001US47023	A	20011203200354	E
GB 2390194	A	20031231 WO 2001US47023	A	20011203200403	E
		GB 200314327	A	20030619	
AU 2001297749	A1	20030902 AU 2001297749	A	20011203200425	E

Priority Applications (no., kind, date): US 1999162932 P 19991101; US 2000250819 P 20001201; US 20017434 A 20011203

Alerting Abstract ...negotiation agent (INA) transmits a buyer's initial query regarding a selected item, to a **seller's intelligent** negotiation **agent**. When the buyer's INA receives a response from the seller's INA, the buyer... **Class Codes** International Patent Classification IPC Class Level Scope Position Status Version Date **G06Q-0030/ 00...** **G06Q-0030/ 00...** Original Publication Data by AuthorityArgentina**Publication No.** ...**Original Abstracts:**brokering in which a buyer agent negotiates with at least two seller agents. In order to **automate** INAs, **artificial intelligence** technologies, including neural networks, genetic algorithms and genetic programming, are applied. AI allows autonomic software... .. options and made-to-order services are integrated into this system. Search agents initiate the **negotiation** process. Analytical agents **inform** INAs throughout the **negotiation** process. **Transaction** agents **close** and **track transactions**. **Micro**-agents are **used** for buyer INAs to interact simultaneously with two or more **seller** INAs. **Dynamic** mobile **negotiation** agents (D-INAs) operate as double agents that alternate roles between buyer and seller; such adaptive roles... .. initiated distributed multi-agent system in which a buyer agent negotiates with at least two **seller** agents. INAs are autonomic **intelligent** software **agents** that **adapt** negotiation parameters for the acquisition of products, services and multi-item bundles by applying artificial... .. by pooling cooperative INAs (c-INAs). Dynamic INAs operate as double agents that alternate roles **between** buyer and **seller** to allow arbitrage functions. Collaboration processes (1035) facilitate multilateral requests that are customized. Such data... ..**Claims:**and receiving information regarding at least one selected item to and from a plurality of **sellers' intelligent** negotiation **agents**, said selected item being one of a **group of** individual **product** items and individual service items, andsaid at least one of a plurality of **sellers' intelligent** negotiation **agents** for sending and receiving information regarding said selected item **to and from** said buyer's **intelligent** negotiation **agent**,wherein, when said buyer's intelligent negotiation agent receives a response to a buyer's initial query regarding said selected item from at least one of said plurality of **sellers' intelligent** negotiation **agents**, said buyer's intelligent negotiation agent engages in a negotiation with **each of** said **plurality of sellers' intelligent negotiation agents** for procurement of said selected item.

17/3,K/52 (Item 4 from file: 713)
DIALOG(R)File 713: Atlanta J/Const.
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10094097

JUST THE FAQS, MA'AM CHATTERBOT SOFTWARE PUTS A HUMAN FACE ON WEB CUSTOMER SERVICE.

Atlanta Journal-CONSTITUTION (AJ-CONSTITUTION) - Sunday, April 4, 1999

By: Mark Clothier; Staff

Edition: Home **Section:** Personal Technology **Page:** P1

Word Count: 959

...to be especially useful. The conversations they're capable of are more geared toward information, **virtual sales reps** that can **talk** about a product. We still don't have a computer you can just tell things...

12/3,K/12 (Item 3 from file: 711)

DIALOG(R)File 711: Independent(London)

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05732019

SCIENCE / We're talking about a revolution: We may rue the day machines learnt to talk. Tony Collins on the computers that mimic human speech processes

Independent (IN) - Sunday, August 19, 1990

By: TONY COLLINS on Sunday

Section: The Sunday Review **Page:** 38

Word Count: 1,642

...seats and theatre tickets is much quicker and simpler than in pre-computer days. But **talking** computers open up a less agreeable dimension. A **computerised sales representative** is impervious to the most intemperate language. Nor does it have a sense of embarrassment...

II. Inventor Search Results from Dialog

File 471: New York Times Fulltext 1980-2009/Jun 10
(c) 2009 The New York Times

File 63: Transport Res(TRIS) 1970-2009/May
(c) fmt only 2009 Dialog

File 583: Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 Gale/Cengage

File 474: New York Times Abs 1969-2009/Jun 10
(c) 2009 The New York Times

File 475: Wall Street Journal Abs 1973-2009/Jun 10
(c) 2009 The New York Times

File 35: Dissertation Abs Online 1861-2009/May
(c) 2009 ProQuest Info&Learning

File 65: Inside Conferences 1993-2009/Jun 10
(c) 2009 BLDSC all rts. reserv.

File 99: Wilson Appl. Sci & Tech Abs 1983-2009/May
(c) 2009 The HW Wilson Co.

File 484: Periodical Abs Plustext 1986-2009/Jun W1
(c) 2009 ProQuest

File 81: MIRA - Motor Industry Research 2001-2009/Apr
(c) 2009 MIRA Ltd.

File 256: TechInfoSource82-2009/May
(c) 2009 Info.Sources Inc. All rights reserved

File 2: INSPEC 1898-2009/May W5
(c) 2009 The IET

File 634: San Jose Mercury Jun 1985-2009/Jun 09
(c) 2009 San Jose Mercury News

File 610: Business Wire 1999-2009/Jun 10
(c) 2009 Business Wire.

File 613: PR Newswire 1999-2009/Jun 10
(c) 2009 PR Newswire Association Inc

File 810: Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire

File 813: PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc

File 20: Dialog Global Reporter 1997-2009/Jun 10
(c) 2009 Dialog

File 996: Newsroom 2000-2003
(c) 2008 Dialog

File 75: TGG Management Contents(R) 86-2009/May W2
(c) 2009 Gale/Cengage

File 9: Business & Industry(R) Jul/1994-2009/Jun 09
(c) 2009 Gale/Cengage

File 13: BAMP 2009/Jun 09
(c) 2009 Gale/Cengage

File 15: ABI/Inform(R) 1971-2009/Jun 09

(c) 2009 ProQuest Info&Learning
 File 16: Gale Group PROMT(R) 1990-2009/May 19
 (c) 2009 Gale/Cengage
 File 47: Gale Group Magazine DB(TM) 1959-2009/May 29
 (c) 2009 Gale/Cengage
 File 148: Gale Group Trade & Industry DB 1976-2009/May 26
 (c) 2009 Gale/Cengage
 File 160: Gale Group PROMT(R) 1972-1989
 (c) 1999 The Gale Group
 File 275: Gale Group Computer DB(TM) 1983-2009/May 13
 (c) 2009 Gale/Cengage
 File 621: Gale Group New Prod. Annou.(R) 1985-2009/May 05
 (c) 2009 Gale/Cengage
 File 635: Business Dateline(R) 1985-2009/Jun 10
 (c) 2009 ProQuest Info&Learning
 File 636: Gale Group Newsletter DB(TM) 1987-2009/May 19
 (c) 2009 Gale/Cengage
 File 570: Gale Group MARS(R) 1984-2009/May 19
 (c) 2009 Gale/Cengage
 File 249: Mgt. & Mktg. Abs. 1976-2007/Apr W5
 (c) 2007 Pira International
 File 624: McGraw-Hill Publications 1985-2009/Jun 10
 (c) 2009 McGraw-Hill Co. Inc
 File 485: Accounting & Tax DB 1971-2009/May W5
 (c) 2009 ProQuest Info&Learning
 File 56: Computer and Information Systems Abstracts 1966-2009/Jun
 (c) 2009 CSA.
 File 430: British Books in Print 2007/Jan W3
 (c) 2007 J. Whitaker & Sons Ltd.
 File 426: LCMARC-Books 1968-2009/Jun W1
 (c) format only 2009 Dialog
 File 483: Newspaper Abs Daily 1986-2009/Jun 10
 (c) 2009 ProQuest Info&Learning
 File 120: U.S. Copyrights 1978-2009/Jun 09
 (c) format only 2009 Dialog
 File 347: JAPIO Dec 1976-2009/Jan(Updated 090503)
 (c) 2009 JPO & JAPIO
 File 348: EUROPEAN PATENTS 1978-200923
 (c) 2009 European Patent Office
 File 349: PCT FULLTEXT 1979-2009/UB= 20090604|UT= 20090528
 (c) 2009 WIPO/Thomson
 File 350: Derwent WPIX 1963-2009/UD= 200935
 (c) 2009 Thomson Reuters
 File 371: French Patents 1961-2002/BOPI 200209
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Set	Items	Description
S1	880	AU= (BRYSON J? OR BRYSON, J? OR BRYSON(2N)(JEFFREY OR JEFFEREY OR JEFF))
S2	61	S1 FROM 347,348,349,350,371
S3	89	AUTOMAT?? OR COMPUTER? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??() INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON() LINE
S4	12	S2 AND S3
S5	0	S4 AND IC= (G06F OR G06Q)
S6	110	NEGO? AT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???
S7	2	S4(S)S6
S8	10	S4 NOT S7
S9	10	IDPAT (sorted in duplicate/non-duplicate order)
S10	9	IDPAT (primary/non-duplicate records only)
S11	819	S1 NOT S2
S12	77	S3 AND S11
S13	13	S6(S)S12
S14	10	RD (unique items)
S15	19	S10 OR S14

15/TI,TD,6,PR,AU/1 (Item 1 from file: 65)
 DIALOG(R)File 65: Inside Conferences
 (c) 2009 BLDSC all rts. reserv. All rights reserved.

04173707 **Inside Conference Item ID: CN043804686**
Making Modularity Work: Combining Memory Systems and Intelligent Processes in a Dialog Agent
 Bryson, J.
Conference: How to design a functioning mind - Symposium (Time for AI and society)
 (200004) (200004)

15/TI,TD,6,PR,AU/2 (Item 1 from file: 484)
 DIALOG(R)File 484: Periodical Abs Plustext
 (c) 2009 ProQuest. All rights reserved.

07559419 **Supplier Number:** 1295277671 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Putting the Resource-Based View of Strategy and Distinctive Competencies to Work in Public Organizations
 Bryson, John M; Ackermann, Fran; Eden, Colin
 Jul/Aug 2007
Word Count: 9919

15/TI,TD,6,PR,AU/3 (Item 2 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

05920747 **Supplier Number:** 298306751 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Finding the way back: Place and space in the ecological poetry of Joy Harjo
Bryson, J Scott
Fall 2002
Word Count: 9882

15/TI,TD,6,PR,AU/4 (Item 3 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

05712239 **Supplier Number:** 208578671 (USE FORMAT 7 OR 9 FOR FULLTEXT)
What to do when stakeholders matter: The case of problem formulation for the African American men project of Hennepin County, Minnesota
Bryson, John M; Cunningham, Gary L; Lokkesmoe, Karen J
Sep/Oct 2002
Word Count: 8324

15/TI,TD,6,PR,AU/5 (Item 1 from file: 2)
DIALOG(R)File 2: INSPEC
(c) 2009 The IET. All rights reserved.

09689761
Title: The behavior oriented design of an Unreal Tournament character
Author(s): Partington, S.J.; Bryson, J.J.
Book Title: Intelligent Virtual Agents. 5th International Working Conference, IVA 2005. Proceedings (Lecture Notes in Artificial Intelligence Vol. 3661)
Country of Publication: Germany
Publication Date: 2005
Editor(s): Panayiotopoulos, T.; Gratch, J.; Aylett, R. ; Ballin, D.; Olivier, P.; Rist, T.
INSPEC Update Issue: 2005-050
Copyright: 2005, IEE

15/TI,TD,6,PR,AU/6 (Item 2 from file: 2)
DIALOG(R)File 2: INSPEC
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09671178
Title: The significance of textures for affective interfaces
Author(s): Ellis, P.M.; Bryson, J.J.
Book Title: Intelligent Virtual Agents. 5th International Working Conference, IVA 2005. Proceedings (Lecture Notes in Artificial Intelligence Vol. 3661)

Country of Publication: Germany

Publication Date: 2005

Editor(s): Panayiotopoulos, T.; Gratch, J.; Aylett, R. ; Ballin, D.; Olivier, P.; Rist, T.

INSPEC Update Issue: 2005-048

Copyright: 2005, IEE

15/TI,TD,6,PR,AU/7 (Item 3 from file: 2)

DIALOG(R)File 2: INSPEC

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08469288

Title: Toward behavioral intelligence in the Semantic Web

Author(s): Bryson, J.J.; Martin, D.L.; McIlraith, S.A.; Stein, L.A.

Country of Publication: USA

Publication Date: Nov. 2002

INSPEC Update Issue: 2002-049

Copyright: 2002, IEE

15/TI,TD,6,PR,AU/8 (Item 4 from file: 2)

DIALOG(R)File 2: INSPEC

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08290193

Title: Hypothesis testing for complex agents

Author(s): Bryson, J.; Lowe, W.; Stein, L.A.

Book Title: Measuring the Performance and Intelligence of Systems: Proceedings of the 2000 PerMIS Workshop (NIST SP 970)

Country of Publication: USA

Publication Date: Sept. 2001

INSPEC Update Issue: 2002-022

Copyright: 2002, IEE

15/TI,TD,6,PR,AU/9 (Item 5 from file: 2)

DIALOG(R)File 2: INSPEC

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08127493

Title: Modularity and specialized learning: mapping between agent architectures and brain organization

Author(s): Bryson, J.; Stein, L.A.

Book Title: Emergent neural computational architectures based on neuroscience. Towards neuroscience-inspired computing

Country of Publication: Germany

Publication Date: 2001

Editor(s): Wermter, S.; Austin, J.; Willshaw, D.

INSPEC Update Issue: 2001-050

Copyright: 2001, IEE

15/TI,TD,6,PR,AU/10 (Item 1 from file: 15)

DIALOG(R) File 15: ABI/Inform(R)

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01737019 03-88009

Managing Knowledge: Experts, Agencies and Organizations

Bryson, John R

Oct 1998 **Length:** 2 Pages

Word Count: 1012

15/6/11 (Item 1 from file: 348)

DIALOG(R) File 348: EUROPEAN PATENTS

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02267372

Insect-resistant transgenic plants and methods for improving delta-endotoxin activity against insects

15/6/12 (Item 2 from file: 348)

DIALOG(R) File 348: EUROPEAN PATENTS

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02202988

Insect-resistant transgenic plants and methods for improving delta-endotoxin activity against target insects

15/6/13 (Item 3 from file: 348)

DIALOG(R) File 348: EUROPEAN PATENTS

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01066396

INSECT-RESISTANT TRANSGENIC PLANTS AND METHODS FOR IMPROVING DELTA-ENDOTOXIN ACTIVITY AGAINST INSECTS

15/6/14 (Item 1 from file: 349)

DIALOG(R) File 349: PCT FULLTEXT

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01531077

SPIN PACK ASSEMBLY

15/6/15 (Item 2 from file: 349)
DIALOG(R)File 349: PCT FULLTEXT
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01199714

MELT SPUN POLYETHER TPU FIBERS HAVING MIXED POLYOLS AND PROCESS

15/6/16 (Item 3 from file: 349)
DIALOG(R)File 349: PCT FULLTEXT
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00499896

INSECT-RESISTANT TRANSGENIC PLANTS AND METHODS FOR IMPROVING delta-ENDOTOXIN ACTIVITY AGAINST TARGET INSECTS

Dialog eLink: [Order File History](#)
15/TI,TD,6,PR,AU/17 (Item 1 from file: 350)
DIALOG(R)File 350: Derwent WPIX
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0016282907

WPI Acc no: 2006-814529/

Animation apparatus for training hearing impaired person, controls image movement by generating sounds associated with predetermined movements that are generated by image on screen

Original Titles:

ANIMATION APPARATUS AND METHOD
APPAREIL ET PROCEDE D'ANIMATION

Priority Applications (no., kind, date): AU 2005901868 A 20050414

Title Terms /Index Terms/Additional Words: ANIMATED; APPARATUS; TRAINING; HEARING; IMPAIR; PERSON; CONTROL; IMAGE; MOVEMENT; GENERATE; SOUND; ASSOCIATE; PREDETERMINED; SCREEN

Publication No. AU 2006235217 A1 (Update 200812 E)

Publication Date: 20061019

Assignee: BRYSON INVESTMENTS PTY LTD (BRYN-N)

Inventor: CROOK T J

BRYSON J N

Language: EN

Application: AU 2006235217 A 20060413 (Local application)

Priority: AU 2005901868 A 20050414

Related Publication: WO 2006108236 A (Based on OPI patent)

Original IPC: G06T-15/70(A) G06T-13/00(B) G09B-19/06(B) G09B-21/00(B) G10L-

13/00(B) G10L-15/24(B)

Current IPC: G06T-13/00(B,A,I,H,AU,20060101,20061019,A,L) G06T-

13/00(B,I,H,AU,20060101,20061019,C,L) G06T-15/70(B,I,H,AU,20060101,20061019,A,F)

G06T-15/70(B,I,H,AU,20060101,20061019,C,F) G09B-

19/06(B,I,H,AU,20060101,20061019,A,L) G09B-

19/06(B,I,H,AU,20060101,20061019,C,L) G09B-

21/00(B,I,H,AU,20060101,20061019,A,L) G09B-

21/00(B,I,H,AU,20060101,20061019,C,L) G10L-13/00(B,I,H,AU,20060101,20061019,A,L)

G10L-13/00(B,I,H,AU,20060101,20061019,C,L) G10L-

15/00(B,I,H,AU,20060101,20061019,C,L) G10L-15/24(B,I,H,AU,20060101,20061019,A,L)

Basic Derwent Week: 200682

Dialog eLink: [Order File History](#)

15/TI,TD,6,PR,AU/18 (Item 2 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0014784514

WPI Acc no: 2005-132197/

Thermoplastic polyurethane polymer for melt spun fiber, contains reaction product of hydroxyl terminated (polyether) intermediates having specific properties, aromatic hydroxyl terminated chain extender(s) and polyisocyanate(s)

Dialog eLink: [Order File History](#)

15/TI,TD,6,PR,AU/19 (Item 3 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0014762691

WPI Acc no: 2005-110345/

Thermoplastic polyurethane polymer for melt spun thermoplastic fibers, contains first hydroxyl terminated polyether intermediate, second hydroxyl terminated intermediate, aromatic hydroxyl terminated chain extender(s), and polyisocyanate(s)

15/3,K/1 (Item 1 from file: 65)
DIALOG(R)File 65: Inside Conferences
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04173707 **Inside Conference Item ID:** CN043804686

Making Modularity Work: Combining Memory Systems and Intelligent Processes in a Dialog Agent

Bryson, J.

Conference: How to design a functioning mind - Symposium (Time for AI and society)
P: 21-29

AISB, 2000

ISBN: 1902856154

Language: English **Document Type:** Conference Papers

Sponsor: Society for the Study of Artificial Intelligence and the Simulation of Behaviour

Location: Birmingham

2000; Apr (200004) (200004)

Note:

Held as part of the AISB '00 convention

Making Modularity Work: Combining Memory Systems and Intelligent Processes in a Dialog Agent

15/3,K/5 (Item 1 from file: 2)
DIALOG(R)File 2: INSPEC
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09689761

Title: The behavior oriented design of an Unreal Tournament character

Author(s): Partington, S.J.; Bryson, J.J.

Author Affiliation: Dept. of Comput. Sci., Bath Univ., UK

Book Title: Intelligent Virtual Agents. 5th International Working Conference, IVA 2005. Proceedings (Lecture Notes in Artificial Intelligence Vol. 3661)

Inclusive Page Numbers: 466-77

Publisher: Springer-Verlag, Berlin

Country of Publication: Germany

Publication Date: 2005

Conference Title: Intelligent Virtual Agents. 5th International Working Conference, IVA 2005. Proceedings

Conference Date: 12-14 Sept. 2005

Conference Location: Kos, Greece

Editor(s): Panayiotopoulos, T.; Gratch, J.; Aylett, R. ; Ballin, D.; Olivier, P.; Rist, T.

ISBN: 3 540 28738 8

Number of Pages: xiii+ 506

Language: English

Subfile(s): C (Computing & Control Engineering)

INSPEC Update Issue: 2005-050

Copyright: 2005, IEE

Book Title: Intelligent Virtual Agents. 5th International Working Conference, IVA

2005. Proceedings (Lecture Notes in **Artificial Intelligence** Vol. 3661)

15/3,K/6 (Item 2 from file: 2)

DIALOG(R) File 2: INSPEC

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09671178

Title: The significance of textures for affective interfaces

Author(s): Ellis, P.M.; Bryson, J.J.

Author Affiliation: Dept. of Comput. Sci., Bath Univ., UK

Book Title: **Intelligent Virtual Agents**. 5th International Working Conference, IVA

2005. Proceedings (Lecture Notes in **Artificial Intelligence** Vol. 3661)

Inclusive Page Numbers: 394-404

Publisher: Springer-Verlag, Berlin

Country of Publication: Germany

Publication Date: 2005

Conference Title: Intelligent Virtual Agents. 5th International Working Conference, IVA
2005. Proceedings

Conference Date: 12-14 Sept. 2005

Conference Location: Kos, Greece

Editor(s): Panayiotopoulos, T.; Gratch, J.; Aylett, R.; Ballin, D.; Olivier, P.; Rist, T.

ISBN: 3 540 28738 8

Number of Pages: xiii+ 506

Language: English

Subfile(s): C (Computing & Control Engineering)

INSPEC Update Issue: 2005-048

Copyright: 2005, IEE

Book Title: **Intelligent Virtual Agents**. 5th International Working Conference, IVA

2005. Proceedings (Lecture Notes in **Artificial Intelligence** Vol. 3661)

Dialog eLink: http://elinks.dialog.com/servlet/LinkManager.StarLinksDirector?issn=0018-9162&vol=35&issue=11&page=48&year=2002&lm=false&rel=v3&userid=274830&publ=SFX_USPTO&aulast=bryson&pf_id=1&app=DialogAPI8&db=DialogFile2&duid=8469288&title=computer&atitle=toward+behavioral+intelligence+in+the+semantic+web

15/3,K/7 (Item 3 from file: 2)

DIALOG(R) File 2: INSPEC

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08469288

Title: Toward behavioral intelligence in the Semantic Web

Author(s): Bryson, J.J.; Martin, D.L.; McIlraith, S.A.; Stein, L.A.

Author Affiliation: Univ. of Bath, UK

Journal: Computer, vol.35, no.11, pp.48-54

Publisher: IEEE Comput. Soc

Country of Publication: USA

Publication Date: Nov. 2002

ISSN: 0018-9162

SI CI : 0018-9162(200211)35:11L:48:TBIS;1-I

CODEN: CPTRB4

U.S. Copyright Clearance Center Code: 0018-9162/02/\$17.00

Item Identifier (DOI): [10.1109/MC.2002.1046974](https://doi.org/10.1109/MC.2002.1046974)

Language: English

Subfile(s): C (Computing & Control Engineering)

INSPEC Update Issue: 2002-049

Copyright: 2002, IEEE

Abstract: Realizing the **Web**'s full potential will require the development and support of agents that function as schedulers... ..minimal direction, can serve as an omnipresent staff of advisers, secretaries, brokers, and research assistants. **Electronic** commerce has brought this capability tantalizingly near. Organizations and individuals have connected an enormous variety of products and services to the **Internet**, making them accessible to other programs through simple communication protocols. Now the **AI** community must determine how it can build **intelligent agents** to exploit these services. One strategy would change the **Web** itself, making it accessible to existing **AI** modeling, and reasoning techniques. In this semantic **Web**, service and content providers would mark pages in accordance with standardized conventions designed to reduce ambiguity and make **automated** reasoning easier. The paper considers the development of a distributed intelligence and bringing agents to the **Web**. It **discusses** DAML-S which provides support for composite services, combinations of simpler services, or behaviors, and...

15/3,K/8 (Item 4 from file: 2)

DIALOG(R)File 2: INSPEC

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08290193

Title: Hypothesis testing for complex agents

Author(s): Bryson, J.; Lowe, W.; Stein, L.A.

Author Affiliation: Artificial Intelligence Lab., MIT, Cambridge, MA, USA

Book Title: Measuring the Performance and Intelligence of Systems: Proceedings of the 2000 PerMIS Workshop (NIST SP 970)

Inclusive Page Numbers: 233-40

Publisher: NIST, Gaithersburg, MD

Country of Publication: USA

Publication Date: Sept. 2001

Conference Title: Measuring the Performance and Intelligence of Systems: Proceedings of the 2000 PerMIS Workshop

Conference Date: 14-16 Aug. 2000

Conference Location: Gaithersburg, MD, USA

Conference Sponsor: NIST Defense Adv. Res. Projects Agency IEEE Control Syst. Soc.

NASA IEEE Neural Network Council

Number of Pages: xi+ 658

Language: English

Subfile(s): C (Computing & Control Engineering)

INSPEC Update Issue: 2002-022

Copyright: 2002, IEE

Abstract: ...in psychological experimental design and analysis, and show its application to complex agents. We also **discuss** a specific methodological concern of agent research: how the **robots** versus simulations debate interacts with statistical evaluation. Finally, we make a specific proposal for facilitating the use of scientific method. We propose the creation of a **Web** site that functions as a repository for platforms suitable for statistical testing, for results determined...

15/3,K/9 (Item 5 from file: 2)

DIALOG(R)File 2: INSPEC

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08127493

Title: Modularity and specialized learning: mapping between agent architectures and brain organization

Author(s): Bryson, J.; Stein, L.A.

Author Affiliation: Artificial Intelligence Lab., MIT, Cambridge, MA, USA

Book Title: Emergent neural computational architectures based on neuroscience. Towards neuroscience-inspired computing

Inclusive Page Numbers: 98-113

Publisher: Springer-Verlag, Berlin

Country of Publication: Germany

Publication Date: 2001

Editor(s): Wermter, S.; Austin, J.; Willshaw, D.

ISBN: 3 540 42363 X

Number of Pages: x+576

Language: English

Subfile(s): C (Computing & Control Engineering)

INSPEC Update Issue: 2001-050

Copyright: 2001, IEE

Abstract: ...and specialized learning, These topics are already the subject of research in another area of **artificial intelligence**. The design of complete autonomous agents (CAA), such as mobile **robots** or **virtual** reality characters, has been dominated by modular architectures and context-driven action selection and learning... ...for ANN; and indirectly by using CAA research to better understand and model neuroscience. We **discuss** the strengths and the limitations of these forms of modeling, and propose as future work...

15/3,K/10 (Item 1 from file: 15)

DIALOG(R)File 15: ABI/Inform(R)

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01737019 03-88009

Managing Knowledge: Experts, Agencies and Organizations

Bryson, John R

Dialog eLink: [Order File History](#)

15/3,K/17 (Item 1 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0016282907 *Drawing available*

WPI Acc no: 2006-814529/200682

XRPX Acc No: N2006-625113

Animation apparatus for training hearing impaired person, controls image movement by generating sounds associated with predetermined movements that are generated by image on screen

Patent Assignee: BRYSON INVESTMENTS PTY LTD (BRY-S-N)

Inventor: **BRYSON, John, Noel**; CROOK T J

III. Text Search Results from Dialog

A. Patent Files, Abstract

? show files

File 347: JAPIO Dec 1976-2009/Jan(Updated 090503)

(c) 2009 JPO & JAPIO

File 350: Derwent WPIX 1963-2009/UD= 200935

(c) 2009 Thomson Reuters

File 371: French Patents 1961-2002/BOPI 200209

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? ds

Set Items Description

S1 16021 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S2 8690 AUTOMAT?? OR COMPUTER! ? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??()INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON()LINE

S3 16021 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S4 2187 NEGOTIAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???

S5 6356 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINAL? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S6 9517 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR AGREEMENT OR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT OR ARRANGEMENTS

S7 1850 S2(3N)S3

S8 55 S4(10N)(S5(3N)S6)

S9 12 S7(S)S8

S10 23 S7 AND S8 AND IC= (G06F OR G06Q)
S11 23 S9 OR S10
S12 23 IDPAT (sorted in duplicate/non-duplicate order)
S13 23 IDPAT (primary/non-duplicate records only)

13/TI,TD,PR/1 (Item 1 from file: 350)

Electronic merchandise trade commercing method, involves fixing new latency time while notifying purchase candidate about grant of proposal, and making contract of goods between seller and purchase candidates

Original Titles:

Electronic Commerce Method Which Makes Possible Auction And Immediate Commerce
Priority Applications (no., kind, date): KR 200738598 A 20070420

13/TI,TD,PR/2 (Item 2 from file: 350)

Goods sale mediating method for internet shopping mall, involves inputting request for purchasing merchandise of buyer through web page, and storing commodity information in database of internet shopping mall

Original Titles:

METHOD FOR GOODS DEALING INTERMEDIATION USING WEB PAGE ASSIGNED TO
REGISTER USER AND SYSTEM FOR EXECUTING THE METHOD
Priority Applications (no., kind, date): KR 200749284 A 20070521

13/TI,TD,PR/3 (Item 3 from file: 350)

Computer implemented online sales negotiation providing method for third-party web site, involves providing user interface to buyer, and providing request to negotiate in response to listing of one of items offered for sale

Original Titles:

SYSTEMS AND METHODS FOR ONLINE SALES NEGOTIATIONS
SYSTEMES ET PROCEDES POUR DES NEGOCIATIONS DE VENTES EN LIGNE
Priority Applications (no., kind, date): US 2007952159 P 20070726; US 2007974409 P
20070921; US 200716782 P 20071226; US 2008181185 A 20080728

13/TI,TD,PR/4 (Item 4 from file: 350)

User interface system for facilitating live program sale at open market, has webpage provider providing webpage, and sale/ purchase analyzer statistically analyzing view count of seller moving picture and total purchase count

Original Titles:

USER INTERFACE SYSTEM FOR PROVIDING A LIVE SALE MOVING PICTURE SERVICE IN OPEN MARKET ON THE INTERNET BY USING A REAL-TIME MOVING PICTURE RECEIVED FROM SELLERS

Priority Applications (no., kind, date): KR 2006127802 A 20061214

13/TI,TD,PR/5 (Item 5 from file: 350)

Electronic online direct connection trading system for e.g. buying of exchangeable asset e.g. bond, has negotiating component allowing users to individually negotiate with other users, where component generates execution orders

Original Titles:

Direct connection trade system

SYSTEMES DE NEGOCE A LIAISON DIRECTE

Priority Applications (no., kind, date): US 2005707377 P 20050811; US 2006501361 A 20060809

13/TI,TD,PR/6 (Item 6 from file: 350)

Method of profiling user for assisting buying and selling of properties, involves adding preferred demographic weightage for each character types to preferred property weightage to determine character profile score

Original Titles:

System and method for assisting the buying and selling of property

Priority Applications (no., kind, date): US 2000722341 A 20001128

13/TI,TD,PR/7 (Item 7 from file: 350)

Remote negotiation executing method for use in Internet commerce, involves submitting counteroffer by seller at price higher than listed ask price and bid price, where seller selects one bidder who offers highest bid

Original Titles:

System and method for an automated sales system with remote negotiation and post-sale verification

Priority Applications (no., kind, date): US 2004876675 A 20040628

13/TI,TD,PR/8 (Item 8 from file: 350)

Internet casting-accounting-sales technology based transaction system for

e.g. real estate, categorizes presentation material regarding sale item under three-tiered system representing three levels of interest on sale item

Original Titles:

System and method of tracking, assessing, and reporting potential purchasing interest generated via marketing and sales efforts on the internet
Priority Applications (no., kind, date): US 2002418289 P 20021015; US 2003684418 A 20031015

13/TI,TD,PR/9 (Item 9 from file: 350)

Business transaction implementing method for Internet, involves organizing process of interactive negotiations between participants at preliminary defined negotiation domains using fair price evaluations for items

Original Titles:

Method and system for implementing a business transaction over the internet with use and consecutive transformation of information from publicly available databases, actual preferences of potential customers and statistical models of the market situation
Priority Applications (no., kind, date): US 2002172064 A 20020617

13/TI,TD,PR/10 (Item 10 from file: 350)

Electronic-commerce trading system, multi-matching unit matching sell bids of seller with request for quotation having various attributes and business conditions of buyer that is evaluated for selecting winning bid

Original Titles:

Business method and system for expediting request for quotation (RFQ) processes in a network environment
Priority Applications (no., kind, date): US 2000733035 A 20001211

13/TI,TD,PR/11 (Item 11 from file: 350)

Medical instrument distribution process and member constituting method on internet

Priority Applications (no., kind, date): KR 200149859 A 20010820

13/TI,TD,PR/12 (Item 12 from file: 350)

Computer assisted procurement of products for computerized procurement, sales, or contract formation using Internet by inviting qualified sellers for posting terms of sale on web site during identified time period

Original Titles:

Method and system for online sales and purchase

PROCEDE ET SYSTEME DE VENTE ET D'ACHAT EN LIGNE

Priority Applications (no., kind, date): US 2000239141 P 20001010; US 2005399196 A 20050401

13/TI,TD,PR/13 (Item 13 from file: 350)

Credit evaluation method through internet

Priority Applications (no., kind, date): KR 200051266 A 20000831

13/TI,TD,PR/14 (Item 14 from file: 350)

On-line real-estate brokerage service conduction method involves using Internet to provide all necessary information starting from listing of properties to providing information regarding documentation

Original Titles:

Virtual real estate brokerage system

Priority Applications (no., kind, date): US 2000217097 P 20000710; US 2001901795 A 20010710

13/TI,TD,PR/15 (Item 15 from file: 350)

Internet-based wood product transaction method in computer system, involves generating transaction records, on receiving confirmation of completion of transaction between buyer and seller

Original Titles:

System and method for brokering wood products

SYSTEME ET PROCEDE DE COURTAGE DE PRODUITS LIGNEUX

Priority Applications (no., kind, date): US 2000244821 P 20001031; US 20011556 A 20011031

13/TI,TD,PR/16 (Item 16 from file: 350)

Automated negotiation system for e-commerce, enables buyer's intelligent negotiation agent to engage in negotiation with seller's I NA, when seller's I NA responds to buyer's I NA query

Original Titles:

System, method and apparatus for demand-initiated intelligent negotiation agents in a distributed network

DEMAND-INITIATED INTELLIGENT NEGOTIATION AGENTS IN A DISTRIBUTED SYSTEM
AGENTS INTELLIGENTS DE NEGOTIATION OUVERTS A DES DEMANDES SITUES DANS UN
SYSTEME REPARTI

Priority Applications (no., kind, date): US 1999162932 P 19991101; US 2000250819 P
20001201; US 20017434 A 20011203

13/TI,TD,PR/17 (Item 17 from file: 350)

**Communicating information between seller and buyers in negotiating room
associated with on-line group-buying sale by providing flash demand curve
to seller and receiving modified price for featured item from seller**

Original Titles:

System and method for enhancing buyer and seller interaction during a group-buying sale
SYSTEME ET PROCEDE PERMETTANT D'AMELIORER L'INTERACTION ENTRE ACHETEUR ET
VENDEUR DURANT UNE VENTE COLLECTIVE

Priority Applications (no., kind, date): US 2000596921 A 20000619

13/TI,TD,PR/18 (Item 18 from file: 350)

**System for multiple-enterprise optimization using flexible trade contracts
utilizing a forecast demand for at least one item to generate a flexible
trade contract**

Original Titles:

Method and system for multi-enterprise optimization using flexible trade contracts
PROCEDE ET SYSTEME D'OPTIMISATION MULTI-ENTREPRISES UTILISANT DES CONTRATS
COMMERCIAUX FLEXIBLES

Priority Applications (no., kind, date): US 2000548466 A 20000413; US 2007691957 A
20070327; US 2007691973 A 20070327; US 2007876364 A 20071022

13/TI,TD,PR/19 (Item 19 from file: 350)

**System for anonymity electronic commerce having crediting function that
provides complete anonymity for the user**

Original Titles:

SYSTEM FUR ELEKTRONISCHEN ANONYMITATSKOMMERZ MIT KREDITIERUNGSFUNKTION
UND VERFAHREN

SYSTEM FOR ANONYMITY ELECTRONIC COMMERCE HAVING CREDITING FUNCTION AND
METHOD

SYSTEME DESTINE AU COMMERCE ELECTRONIQUE ANONYME AVEC FONCTION ET
PROCEDE DE CREDIT

SYSTEM AND METHOD FOR ANONYMOUS ELECTRONIC COMMERCE WITH CREDIT
FUNCTION

Priority Applications (no., kind, date): JP 200092137 A 20000329; JP 2000134163 A 20000508; JP 2000267682 A 20000904

13/TI,TD,PR/20 (Item 20 from file: 350)

Transaction facilitation method for E-commerce by linking buyer's terminal to chat room

Original Titles:

REAL TIME ELECTRONIC COMMERCE FACILITATOR

FACILITATEUR DE TRANSACTIONS COMMERCIALES ELECTRONIQUE EN TEMPS REEL

Priority Applications (no., kind, date): US 2000186446 P 20000302; US 2000619948 A 20000720

13/TI,TD,PR/21 (Item 21 from file: 350)

Negotiation/ auction system for linking buyers and sellers of goods and services together over network e.g. Internet, in which transaction owners interface with transaction server to control processing of business transactions

Original Titles:

APPARATUS FOR AND METHOD OF IMPLEMENTING BUSINESS TRANSACTIONS

DISPOSITIF ET PROCEDE DE MISE EN OEUVRE DE TRANSACTIONS COMMERCIALES

Priority Applications (no., kind, date): US 1999158396 P 19991012; US 1999162098 P 19991029; US 2000189463 P 20000315

13/TI,TD,PR/22 (Item 22 from file: 350)

Interactive system for telephone and video communication with remote monitoring - provides remote monitoring, scheduling and processing capabilities, commercial product routing and video vending and selectively interfaces with members of groups as buyer groups and vendor groups

Original Titles:

Abertragungssysteme und Prozesse

Übertragungssysteme und Prozesse

Communication processes and systems

Systemes et procedes de communication

INTERAKTIVES SYSTEM ZUR TELEFON- UND VIDEOKOMMUNIKATION EINSCHLIESSLICH DER MOGLICHKEIT ZUR FERNÜBERWACHUNG

INTERACTIVE SYSTEM FOR TELEPHONE AND VIDEO COMMUNICATION INCLUDING CAPABILITIES FOR REMOTE MONITORING

SYSTEME INTERACTIF DE COMMUNICATION VIDEO ET PAR TELEPHONE POURVU DE CAPACITES PERMETTANT LA SURVEILLANCE A DISTANCE

KOMMUNIKATIONSVERFAHREN UND SYSTEME

PROCEDES ET SYSTEMES DE COMMUNICATION
INTERACTIVE SYSTEM FOR TELEPHONE AND VIDEO COMMUNICATIONS INCLUDING
REMORT MONITORING CAPABILITY

The interaction|dialogue system for the telephone which contains a remote
monitoring capability, and video communication

COMMERICAL PRODUCT ROUTING SYSTEM WITH VIDEO VENDING CAPABILITY

METHOD FOR BUYER-**SELLER-ON-LINE** COMMERCE

Method for buyer-**seller on-line** commerce

Videophone system for scrutiny monitoring with computer control

Scheduling and processing system for telephone video communication

Priority Applications (no., kind, date): US 199331235 A 19930312; US 199367783 A
19930525; US 1993154313 A

19931117; US 1994189405 A 19940127; US 1995407064 A 19950320; US
1999235905 A 19990120; US 1999316430 A 19990521; US 1999371212 A
19990810; US 2000505913 A 20000217; US 2000505914 A 20000217; US
2000505915 A 20000217; US 2002226068 A 20020822; US 2002259540 A
20020927; US 2003724330 A 20031126; US 2003724406 A 20031126; US
2005205250 A 20050816; US 2006390881 A 20060328; US 2008210221 A
20080915

13/TI,TD,PR/23 (Item 23 from file: 347)

BIDDING METHOD AND SYSTEM FOR WEDDING CEREMONY PRICE VIA INTERNET

Application No.:

2000-404429 [JP 2000404429]

Filed: December 20, 2000 (20001220)

Dialog eLink: [Order File History](#)

13/3,K/2 (Item 2 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0018954077 *Drawing available*

WPI Acc no: 2009-H37248/200929

Goods sale mediating method for internet shopping mall, involves inputting request for purchasing merchandise of buyer through web page, and storing commodity information in database of internet shopping mall

Patent Assignee: NHN CORP (NHNN-N)

Inventor: WOOSUNG L

Patent Family (1 patents, 1 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
KR 2009001784	A	20090109	KR 200749284	A	20070521	200929	B

Priority Applications (no., kind, date): KR 200749284 A 20070521

Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
KR 2009001784	A	KO	12	4		

Alerting Abstract ...NOVELTY - The method involves receiving commodity information (104) about goods from a **seller** through a **web** page (101) allotted to the seller of the goods, where the commodity information includes text ... a computer readable recording medium having a program for **executing** a goods **sale** mediating method a goods **dealing** intermediation system... **Class Codes** International Patent Classification IPC Class Level Scope Position Status Version Date **G06Q-0030/ 00... G06Q-0030/ 00...** Original Publication Data by AuthorityArgentina**Publication No. ...Claims:**intermediation system comprising a step for receiving the commodity information about the goods from the **seller** through the **web** page allotted to the seller of the goods: a step for providing the commodity information... the web page including above step, receiving the commodity information about the goods through the **web** page from **seller** is the product sale function of claim 1, wherein the commodity information includes the text... in above step processing the request for purchasing merchandise of the buyer inputted through the **web** page, **seller** is connected; and it connects seller and buyer by using the peer-to-peer (peer... CLAIM 10] The goods **dealing** intermediation system of the goods **dealing** intermediation system **arranging** the **sale** of the goods comprising the request for purchasing merchandise processing unit processing the request for...

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13/3,K/3 (Item 3 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0018672825 *Drawing available*

WPI Acc no: 2009-E49077/200910

Computer implemented online sales negotiation providing method for third-party

web site, involves providing user interface to buyer, and providing request to negotiate in response to listing of one of items offered for sale

Patent Assignee: FIDIDEL INC (FIDI-N)

Inventor: WENDEL H; WENDEL H A

Patent Family (3 patents, 122 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2009015392	A2	20090129	WO 2008US71377	A	20080728	200910	B
US 20090030848	A1	20090129	US 2007952159	P	20070726	200912	E
			US 2007974409	P	20070921		
			US 200716782	P	20071226		
			US 2008181185	A	20080728		
WO 2009015392	A3	20090312	WO 2008US71377	A	20080728	200920	E

Priority Applications (no., kind, date): US 2007952159 P 20070726; US 2007974409 P 20070921; US 200716782 P 20071226; US 2008181185 A 20080728

Computer implemented online sales negotiation providing method for third-party web site, involves providing user interface to buyer, and providing... Alerting

Abstract ... provides real-time or near-real-time online sales negotiations between the buyer and a seller to facilitate online sales transactions, thus providing benefits to the buyer and the seller in reaching agreement on... **Class Codes** International Patent Classification IPC Class Level Scope Position Status Version Date **G06Q-0010/ 00...**

...G06Q-0030/ 00... ...G06Q-0040/ 00 G06Q-0010/ 00... ...G06Q-0030/ 00...

...G06Q-0040/ 00 Original Publication Data by AuthorityArgentina**Publication No.**

...Original Abstracts:with respect to a listed item, wherein agents are typically managed and allocated independently of **sellers** by an **online** negotiations management system including an outsourcing management module having a central queue... ... with respect to a listed item, wherein agents are typically managed and allocated independently of **sellers** by an **online** negotiations management system including an outsourcing management module having a central queue... ... with respect to a listed item, wherein agents are typically managed and allocated independently of **sellers** by an **online** negotiations management system including an outsourcing management module having a central queue.

Dialog eLink: [Order File History](#)

13/3,K/8 (Item 8 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0014381042 *Drawing available*

WPI Acc no: 2004-570088/200455

XRPX Acc No: N2004-450854

Internet casting-accounting-sales technology based transaction system for e.g. real estate, categorizes presentation material regarding sale item under three-

tiered system representing three levels of interest on sale item

Patent Assignee: SILVERNAIL B (SILV-I)

Inventor: SILVERNAIL B

Patent Family (1 patents, 1 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
US 20040138943	A1	20040715	US 2002418289	P	20021015	200455	B
			US 2003684418	A	20031015		

Priority Applications (no., kind, date): US 2002418289 P 20021015; US 2003684418 A 20031015

Patent Details

Patent Number	Kind	Lang	Pgs	Draw	Filing Notes	
US 20040138943	A1	EN	21	11	Related to Provisional	US 2002418289

Alerting Abstract ...information are accessible through hypertext links, and virtual meeting that gives all information necessary to **negotiate** and **conclude a deal**. **Class Codes** International Patent Classification IPC Class Level Scope Position Status Version Date **G06Q-0030/00**... **G06Q-0030/00**... Original Publication Data by Authority Argentina **Publication No. ...Original Abstracts:** technology. The web service modules also allow customized interface to existing or planned database-driven **web** sites operated by **sellers**, **seller's** agents, **and internet** service providers, who **intend** to meet the next level of customer demands for any given industry or application. In...

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13/3,K/9 (Item 9 from file: 350)

DIALOG(R)File 350: Derwent WPIX

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0013901879 *Drawing available*

WPI Acc no: 2004-081307/200408

XRPX Acc No: N2004-064990

Business transaction implementing method for Internet, involves organizing process of interactive negotiations between participants at preliminary defined negotiation domains using fair price evaluations for items

Patent Assignee: STAVROVSKI B (STAV-I)

Inventor: STAVROVSKI B

Patent Family (1 patents, 1 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
US 20030233310	A1	20031218	US 2002172064	A	20020617	200408	B

Priority Applications (no., kind, date): US 2002172064 A 20020617

Patent Details

Patent Number	Kind	Lang	Pgs	Draw	Filing Notes	
US 20030233310	A1	EN	29	6		

Class Codes International Patent Classification IPC Class Level Scope Position Status
Version Date **G06F-017/ 60** Main Original Publication Data by
AuthorityArgentina**Publication No. Claims:** What is claimed is: 1. A computer-based method for **implementing** a business **transaction** over the Internet that involves **search, negotiation and legal closing** using publicly available databases, information **about** participant's actual preferences and the statistical models of the market situation, comprising the steps... .. contacts with them over the Internet and defining the admissible negotiation domains; j) organizing the **processes** of simultaneous **interactive** negotiations at said negotiation domains between said buyer and each of said **sellers from** the said step i) on the basis of information derived at said steps a) ii...

Dialog eLink: [Order File History](#)
13/3,K/16 (Item 16 from file: 350)
DIALOG(R)File 350: Derwent WPIX
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0012495922 *Drawing available*
WPI Acc no: 2002-443435/200247
Related WPI Acc No: 2001-355393; 2002-471006; 2003-440096; 2003-634710; 2004-070427
XRPX Acc No: N2002-349368
Automated negotiation system for e-commerce, enables buyer's intelligent negotiation agent to engage in negotiation with seller's INA, when seller's INA responds to buyer's INA query
Patent Assignee: SOLOMON N (SOLO-I)
Inventor: SOLOMON N
Patent Family (4 patents, 94 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
US 20020046157	A1	20020418	US 1999162932	P	19991101	200247	B
			US 2000250819	P	20001201		
			US 20017434	A	20011203		
WO 2003067494	A1	20030814	WO 2001US47023	A	20011203	200354	E
GB 2390194	A	20031231	WO 2001US47023	A	20011203	200403	E
			GB 200314327	A	20030619		
AU 2001297749	A1	20030902	AU 2001297749	A	20011203	200425	E

Priority Applications (no., kind, date): US 1999162932 P 19991101; US 2000250819 P 20001201; US 20017434 A 20011203

Alerting Abstract ...negotiation agent (INA) transmits a buyer's initial query regarding a selected item, to a **seller's intelligent** negotiation **agent**. When the buyer's INA receives a response from the seller's INA, the buyer... **Class Codes** International Patent Classification IPC Class Level Scope Position Status Version Date **G06Q-0030/ 00...** **G06Q-0030/ 00...** Original Publication Data by AuthorityArgentina**Publication No.**

...**Original Abstracts:** brokering in which a buyer agent negotiates with at least two seller agents. In order to **automate** INAs, **artificial intelligence** technologies, including neural networks, genetic algorithms and genetic programming, are applied. AI allows autonomic software... .. options and made-to-order services are integrated into this system. Search agents initiate the **negotiation** process. Analytical agents **inform** INAs throughout the **negotiation** process. **Transaction** agents **close** and **track transactions**. **Micro**-agents are **used** for buyer INAs to interact simultaneously with two or more **seller** INAs. **Dynamic** mobile **negotiation** agents (**D-INAs**) operate as double agents that alternate roles between buyer and seller; such adaptive roles... .. initiated distributed multi-agent system in which a buyer agent negotiates with at least two **seller** agents. INAs are autonomous **intelligent** software **agents** that **adapt** negotiation parameters for the acquisition of products, services and multi-item bundles by applying artificial... .. by pooling cooperative INAs (c-INAs). Dynamic INAs operate as double agents that alternate roles **between** buyer and **seller** to allow arbitrage functions. Collaboration processes (1035) facilitate multilateral requests that are customized. Such data... ..**Claims:** and receiving information regarding at least one selected item to and from a plurality of **sellers' intelligent** negotiation **agents**, said selected item being one of a **group of** individual **product** items and individual service items, and said at least one of a plurality of **sellers' intelligent** negotiation **agents** for sending and receiving information regarding said selected item **to and from said** buyer's **intelligent** negotiation **agent**, wherein, when said buyer's intelligent negotiation agent receives a response to a buyer's initial query regarding said selected item from at least one of said plurality of **sellers' intelligent** negotiation **agents**, said buyer's intelligent negotiation agent engages in a negotiation with **each of** said **plurality of sellers' intelligent** negotiation **agents** for procurement of said selected item.

B. Patent Files, Full-Text

? show files

File 348:EUROPEAN PATENTS 1978-200923

(c) 2009 European Patent Office

File 349:PCT FULLTEXT 1979-2009/UB= 20090604|UT= 20090528

(c) 2009 WIPO/Thomson

? ds

Set Items Description

S1 17848 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES() (MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S2 15737 AUTOMAT?? OR COMPUTERI ? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??()INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON()LINE

S3 17848 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES() (MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S4 12588 NEGOTIAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???

S5 17183 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINALI? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S6 15085 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR AGREEMENTOR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT OR ARRANGEMENTS

S7 2014 S2(3N)S3

S8 467 S4(10N)(S5(3N)S6)

S9 22 S7(S)S8

S10 21 S9 AND IC= (G06F OR G06Q)

S11 21 IDPAT (sorted in duplicate/non-duplicate order)

S12 21 IDPAT (primary/non-duplicate records only)

12/TI,TD,6,PR/1 (Item 1 from file: 348)

02330908

System and method for E-commerce

Title in German:

System und Verfahren fur elektronischen Handel

Title in French:

Systeme et procede de commerce electronique

	Patent Number	Kind	Date	
Patent				
Priority	US 785365		P	060324
	US 539161		061005	

12/TI,TD,6,PR/2 (Item 2 from file: 348)

01278503

Anonymous on-line trading and brokerage of physical products

Title in German:

Anonymes on-line Handeln und Makeln von physikalischen Produkten

Title in French:

Commerce anonyme en ligne des produits physiques

	Patent Number	Kind	Date
Patent			

12/TI,TD,6,PR/3 (Item 3 from file: 348)

01106210

Fair witness for electronic transactions

Title in German:

Unparteiischer Zeuge fur elektronische Transaktionen

Title in French:

Temoin equitable pour transactions electroniques

	Patent Number	Kind	Date
Patent			
Priority	US 107692		980630

12/TI,TD,6,PR/4 (Item 4 from file: 349)

01782701

**SYSTEM AND METHODS FOR VALUING AND TRADING INTANGIBLE PROPERTIES
AND INSTRUMENTS
SYSTEME ET PROCEDES POUR EVALUER ET NEGOCIER DES PROPRIETES ET
INSTRUMENTS INCORPORELS**

Priority Application: US 2007955832 20070814; US 200862962
20080129; US 200872620 20080331

Publication Year:
2009

12/TI,TD,6,PR/5 (Item 5 from file: 349)

01774618

**SYSTEMS AND METHODS FOR ONLINE SALES NEGOTIATIONS
SYSTEMES ET PROCEDES POUR DES NEGOCIATIONS DE VENTES EN LIGNE**

Priority Application: US 2007952159 20070726; US 2007974409
20070921; US 200716782 20071226

Publication Year:
2009

12/TI,TD,6,PR/6 (Item 6 from file: 349)

01537571

**GENIUS ADAPTIVE DESIGN
MODELE D'ADAPTATION AU GENIE**

Priority Application: US 2005755291 20051230; US 2006756607
20060105; US 2006778313 20060301; US 2006783018 20060315; US 2006786906
20060328; US 2006852794 20061018

Publication Year:
2007

12/TI,TD,6,PR/7 (Item 7 from file: 349)

01460085

**E-COMMERCE SYSTEM FOR THE PURCHASING INTERMEDIATION TYPE AND
OPERATING SYSTEM FOR THE SHOPPING-MALL APPLIED THEREOF
SYSTEME DE COMMERCE ELECTRONIQUE POUR UN TYPE D'INTERMEDIAIRE
D'ACHATS ET SYSTEME D'EXPLOITATION ASSOCIE POUR CENTRE COMMERCIAL**

Priority Application: KR 1020050060640 20050706; KR 1020060037143

20060425
Publication Year:
2007

12/TI,TD,6,PR/8 (Item 8 from file: 349)

01357270

**CONSISTENT SET OF INTERFACES DERIVED FROM A BUSINESS OBJECT MODEL
ENSEMBLE COHERENT D'INTERFACES DERIVEES D'UN MODELE D'OBJET
COMMERCIAL**

Priority Application: US 2004581252 20040618; US 2004582949
20040625; US 2005656598 20050225; US 2005669310 20050407; US 2005145464
20050603; WO 2005US19961 20050603
Publication Year:
2006

12/TI,TD,6,PR/9 (Item 9 from file: 349)

01329846

**CONSISTENT SET OF INTERFACES DERIVED FROM A BUSINESS OBJECT MODEL
ENSEMBLE D'INTERFACES COHERENT DERIVE D'UN MODELE D'OBJETS
COMMERCIAUX**

Priority Application: US 2004582949 20040625; US 2005145464
20050603; WO 2005US19961 20050603; WO 2005US21481 20050617; US 2005155368
20050617
Publication Year:
2006

12/TI,TD,6,PR/10 (Item 10 from file: 349)

01198565

**METHOD FOR ESTATE TRANSACTION BY NETWORK OF MEMBER STORE
PROCEDE POUR TRANSACTIONS IMMOBILIERES UTILISANT UN RESEAU DE
MAGASINS MEMBRES**

Priority Application: KR 1020030046401 20030709
Publication Year:
2005

12/TI,TD,6,PR/11 (Item 11 from file: 349)

00865390

**SYSTEM AND METHOD FOR MULTIPLE CURRENCY TRANSACTIONS
SYSTEME ET PROCEDE DE TRANSACTIONS EN MONNAIES MULTIPLES**

Priority Application: US 2000597461 20000619

Publication Year:

2001

12/TI,TD,6,PR/12 (Item 12 from file: 349)

00851775

**ADVANCED ASSET MANAGEMENT SYSTEMS
SYSTEMES DE GESTION D'AVOIRS PERFECTIIONNES**

Priority Application: US 2000569023 20000511

Publication Year:

2001

12/TI,TD,6,PR/13 (Item 13 from file: 349)

00820476

**IMPROVED SYSTEM AND METHOD FOR INTERACTIVE PROCESSING AND DISPLAY
OF INFORMATION
SYSTEME ET PROCEDE AMELIORES DESTINES AU TRAITEMENT INTERACTIF ET A
L'AFFICHAGE D'INFORMATIONS**

Priority Application: US 2000488278 20000120

Publication Year:

2001

12/TI,TD,6,PR/14 (Item 14 from file: 349)

00820467

**NEGOTIATING A COMMERCIAL TRANSACTION USING INTERNET-BASED
COMMUNICATION
NEGOCIATION D'UNE TRANSACTION COMMERCIALE PAR COMMUNICATION SUR
INTERNET**

Priority Application: US 2000489197 20000120

Publication Year:

2001

12/TI,TD,6,PR/15 (Item 15 from file: 349)

00814145

**A METHOD FOR EXECUTING A NETWORK-BASED CREDIT APPLICATION PROCESS
PROCEDE DE MISE EN OEUVRE D'UN PROCESSUS DE DEMANDE DE CREDIT EN
RESEAU**

Priority Application: US 99470805 19991222; US 99469525 19991222;
US 99470039 19991222

Publication Year:

2001

12/TI,TD,6,PR/16 (Item 16 from file: 349)

00806392

**TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN
A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC
INFORMATIQUE DANS UN ENVIRONNEMENT DU TYPE CHAINE
D'APPROVISIONNEMENT RESEAUTEE, ET PROCEDE ASSOCIE**

Priority Application: US 99444653 19991122; US 99447623 19991122

Publication Year:

2001

12/TI,TD,6,PR/17 (Item 17 from file: 349)

00806383

**COLLABORATIVE CAPACITY PLANNING AND REVERSE INVENTORY MANAGEMENT
DURING DEMAND AND SUPPLY PLANNING IN A NETWORK-BASED SUPPLY CHAIN
ENVIRONMENT AND METHOD THEREOF
PLANIFICATION EN COLLABORATION DES CAPACITES ET GESTION ANTICIPEE
DES STOCKS LORS DE LA PLANIFICATION DE L'OFFRE ET DE LA DEMANDE DANS
UN ENVIRONNEMENT DE CHAINE D'APPROVISIONNEMENT FONDEE SUR LE
RESEAU ET PROCEDE ASSOCIE**

Priority Application: US 99444655 19991122; US 99444886 19991122

Publication Year:

2001

12/TI,TD,6,PR/18 (Item 18 from file: 349)

00806382

**METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY
OF MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION
MANAGEMENT VIA A MARKET SPACE INTERFACE**

**PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHÉ
ENTRE UNE PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET
GESTION D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHÉ**

Priority Application: US 99444773 19991122; US 99444798 19991122

Publication Year:

2001

12/TI,TD,6,PR/19 (Item 19 from file: 349)

00800748

**METHOD OF TRADING GOODS USING DRAWING IN CYBER SPACE
PROCEDE DE COMMERCE DE BIENS PAR PRELEVEMENT DANS LE CYBERESPACE**

Priority Application: KR 9949033 19991105

Publication Year:

2001

12/TI,TD,6,PR/20 (Item 20 from file: 349)

00768570

**SYSTEM AND METHOD FOR INTERACTIVE PROCESSING AND DISPLAY OF
INFORMATION**

**SYSTEME ET PROCEDE DE TRAITEMENT INTERACTIF ET D'AFFICHAGE
D'INFORMATIONS**

Priority Application: US 99344683 19990625

Publication Year:

2001

12/TI,TD,6,PR/21 (Item 21 from file: 349)

00747119

**DIGITAL CASH AND METHOD OF COMMERCE
PAIEMENT ELECTRONIQUE ET PROCEDE DE COMMERCE ELECTRONIQUE**

Priority Application: US 99127756 19990405; US 99427349 19991026

Publication Year:

2000

Dialog eLink: [Order File History](#)

12/3K/1 (Item 1 from file: 348)

DIALOG(R)File 348: EUROPEAN PATENTS

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02330908

System and method for E-commerce

System und Verfahren für elektronischen Handel

Système et procédé de commerce électronique

Patent Assignee:

- **ESI Entertainment Systems Inc.;** (7876970)
Suite 1500-4710 Kingsway Burnaby; British Columbia V5H 4M2; (CA)
(Applicant designated States: all)

Inventor:

- **Meeks, Michael**
3028 147 Street; Surrey, BC V4P 3E6; (CA)

Legal Representative:

- **Richardson, Mark Jonathan et al (9207331)**
Keltie Fleet Place House 2 Fleet Place; London EC4M 7ET; (GB)

	Country	Number	Kind	Date	
Patent	EP	1837821	A1	20070926	(Basic)
Application	EP	2007251233		20070322	
Priorities	US	785365	P	20060324	
	US	539161		20061005	

Designated States:

AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;

FI; FR; GB; GR; HU; IE; IS; IT; LI; LT;

LU; LV; MC; MT; NL; PL; PT; RO; SE; SI;

SK; TR;

Extended Designated States:

AL; BA; HR; MK; YU;

International Classification (Version 8) IPC	Level	Value	Position	Status	Version	Action	Source	Office
G06Q-0020/ 00	A	I	F	B	20060101	20070707	H	EP
G06Q-0020/ 00	A	I	F	B	20060101	20070707	H	EP

Abstract Word Count: 68

NOTE: 1

NOTE: Figure number on first page: 1

Language Publication: English

Procedural: English

Application: English

Fulltext Availability Available Text	Language	Update	Word Count
--------------------------------------	----------	--------	------------

CLAIMS A	(English)	200739	1068
SPEC A	(English)	200739	4108
Total Word Count (Document A) 5176			
Total Word Count (Document B) 0			
Total Word Count (All Documents) 5176			

Specification: ...real-world funds to the seller. Once the real-world funds have been received the **transaction completes**.

As previously **discussed** there are several types of auctions for which the present system 200 may be used. For example, an English auction is the generally understood "normal" auction. In the "**online**" scenario the **seller** would post an offer for an amount of electronic funds at a specific opening bid...

Dialog eLink: [Order File History](#)

12/3K/3 (Item 3 from file: 348)

DIALOG(R)File 348: EUROPEAN PATENTS

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01106210

Fair witness for electronic transactions

Unparteiischer Zeuge für elektronische Transaktionen

Temoin équitable pour transactions électroniques

Patent Assignee:

- **SUN MICROSYSTEMS, INC.;** (1392737)
901 San Antonio Road, MS PAL01-521; Palo Alto, California 94303; (US)
(Applicant designated States: all)

Inventor:

- **Lipkin, Efrem**
1811 Ward Street; Berkeley, CA 94703; (US)

Legal Representative:

- **Hanna, Peter William Derek et al (72341)**
Tomkins & Co., 5 Dartmouth Road; Dublin 6; (IE)

	Country	Number	Kind	Date	
Patent	EP	969430	A1	20000105	(Basic)
Application	EP	99202072		19990626	
Priorities	US	107692		19980630	

Designated States:

AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;
GR; IE; IT; LI; LU; MC; NL; PT; SE;

Extended Designated States:

AL; LT; LV; MK; RO; SI;

International Patent Class (V7): G07F-019/00; < B> G06F-017/60< /B> ; ...< B> G06F-017/60< /B> **Abstract Word Count:** 153

NOTE: 1

NOTE: Figure number on first page: 1

Language Publication: English
 Procedural: English
 Application: English

Fulltext Availability Available Text	Language	Update	Word Count
CLAIMS A	(English)	200001	1373
SPEC A	(English)	200001	6453
Total Word Count (Document A) 7826			
Total Word Count (Document B) 0			
Total Word Count (All Documents) 7826			

Specification: ...In a typical electronic transaction or deal, two or more parties exchange electronic communications to **negotiate** the terms of, and to **execute**, their **agreement**. Subsequent to the agreement, the parties perform their respective roles. For example, in a sale of an article or service conducted via the **Internet**, a **seller** will offer the article or service for a certain price or a buyer will offer...

Dialog eLink: [Order File History](#)

12/3K/5 (Item 5 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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01774618

SYSTEMS AND METHODS FOR ONLINE SALES NEGOTIATIONS

SYSTEMES ET PROCEDES POUR DES NEGOCIATIONS DE VENTES EN LIGNE

Patent Applicant/ Patent Assignee:

- **FIDIDEL INC;** 2 West Santa Clara St., 4th Floor, San Jose, CA 95113
 US; US (Residence); US (Nationality)
 (For all designated states except: US)

- **WENDEL Harold;**
 ; US (Residence); US (Nationality)
 (Designated only for: US)

Patent Applicant/ Inventor:

- **WENDEL Harold**
 ; ; US (Residence); US (Nationality); (Designated only for: US)

Legal Representative:

- **TIETSWORTH Steven et al(agent)**

Cooley Godward Kronish LLP, 777 6th Street, NW, Suite 1100, Washington, District Of Columbia 20001; US;

	Country	Number	Kind	Date
Patent	WO	200915392	A2-A3	20090129
Application	WO	2008US71377		20080728
Priorities	US	2007952159		20070726
	US	2007974409		20070921
	US	200716782		20071226

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AO; AT; AU; AZ; BA; BB; BG; BH; BR; BW; BY; BZ; CA; CH; CN; CO; CR; CU; CZ; DE; DK; DM; DO; DZ; EC; EE; EG; ES; FI; GB; GD; GE; GH; GM; GT; HN; HR; HU; ID; IL; IN; IS; JP; KE; KG; KM; KN; KP; KR; KZ; LA; LC; LK; LR; LS; LT; LU; LY; MA; MD; ME; MG; MK; MN; MW; MX; MY; MZ; NA; NG; NI; NO; NZ; OM; PG; PH; PL; PT; RO; RS; RU; SC; SD; SE; SG; SK; SL; SM; ST; SV; SY; TJ; TM; TN; TR; TT; TZ; UA; UG; US; UZ; VC; VN; ZA; ZM; ZW;

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR; HR; HU; IE; IS; IT; LT; LU; LV; MC; MT; NL; NO; PL; PT; RO; SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW; ML; MR; NE; SN; TD; TG;

[AP] BW; GH; GM; KE; LS; MW; MZ; NA; SD; SL; SZ; TZ; UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

International Patent Classes (Version 8/ R) IPC	Level	Value	Position	Status	Version	Action	Source	Office
G06Q-0040/ 00...								

Language Publication Language:

English

Filing Language:

English

Fulltext word count:

27694

Detailed Description:

...a request by, for example, viewing a listing of items offered for sale by a **seller** 140 on a **web** page associated with or hosted on management system 110. Example listings as provided by screen... ..connections such as cell phones, PDAs, or other portable devices, and the like. If a **negotiation** is successful, the **transaction** may be **finalized** at stage 632, payment may be managed at stage 634, including providing for payment to...

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12/3K/6 (Item 6 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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01537571

GENIUS ADAPTIVE DESIGN

MODELE D'ADAPTATION AU GENIE

Patent Applicant/ Inventor:

- CABINALLA Linda**

1145 Delaware St, Fairfield, CA 94533; US; US (Residence); US (Nationality);
(Designated for all)

Country	Number	Kind	Date
---------	--------	------	------

Patent	WO	200781519	A2	20070719
Application	WO	2006US48704		20061219
Priorities	US	2005755291		20051230
	US	2006756607		20060105
	US	2006778313		20060301
	US	2006783018		20060315
	US	2006786906		20060328
	US	2006852794		20061018

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG; BR; BW; BY; BZ; CA; CH; CN; CO; CR; CU; CZ; DE; DK; DM; DZ; EC; EE; EG; ES; FI; GB; GD; GE; GH; GM; GT; HN; HR; HU; ID; IL; IN; IS; JP; KE; KG; KM; KN; KP; KR; KZ; LA; LC; LK; LR; LS; LT; LU; LV; LY; MA; MD; MG; MK; MN; MW; MX; MY; MZ; NA; NG; NI; NO; NZ; OM; PG; PH; PL; PT; RO; RS; RU; SC; SD; SE; SG; SK; SL; SM; SV; SY; TJ; TM; TN; TR; TT; TZ; UA; UG; US; UZ; VC; VN; ZA; ZM; ZW;

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR; HU; IE; IS; IT; LT; LU; LV; MC; NL; PL; PT; RO; SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW; ML; MR; NE; SN; TD; TG;

[AP] BW; GH; GM; KE; LS; MW; MZ; NA; SD; SL; SZ; TZ; UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

International Patent Classes (Version 8 / R) IPC	Level	Value	Position	Status	Version	Action	Source	Office
G06Q-0030/ 00...								

Language Publication Language:

English

Filing Language:

English

Fulltext word count:

520275

Detailed Description:

...tel to locate suppliers. Also see the less commonly used features file (was named Features *). **CONCLUDES THIS ABB-SYM FILE:** Detailed Abbreviations & Symbol File: Intro To Pat / Diagram Intro FIGURATIVE DRAWINGS...Metal Mining Co, Japan. Nikkei Weekly-before early '95, under article titled "Crime rise boosts **sales** of auto anti-theft devices." "Notifier" seeks changes in infrared radiation (body heat) emitted inside...s caller id. Proven to increase sales. Applications include: 1] Calls are routed to the **sales representative** handling caller's territory. 2] While on hold, callers hears news from a radio station... ...call sales while others are more effective selling to established customers, all depending on the **sales person's** characteristics. 5] UIP I BVA determines if soft or hard tel skills are needed... ...at the back of the cue of callers waiting on hold; b] given lower quality (**sales**) personnel. Especially conducive to nationally promoted telephone numbers, where special customers aren't given special... ...tel, eg: tone,

system directs caller to applicable person (eg: matches caller's psychology with **sales rep's** (live or machine) voice and behavioral pattern. Boosts sales. Also screens out unwanted calls...calls from desirable tel # (caller ID) user/system responds according to "pp". Voice mail and **virtual** secretary: identifies important incoming calls and either takes a message or patches call to recipient...Sales Telephony (UIP) Nationally advertised telephone sales numbers automatically route more valuable calls to appropriate **sales** people.-Programming's many options let incoming calls to be tagged as needed. Examples:-The...

Dialog eLink: [Order File History](#)

12/3K/7 (Item 7 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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01460085

E-COMMERCE SYSTEM FOR THE PURCHASING INTERMEDIATION TYPE AND OPERATING SYSTEM FOR THE SHOPPING-MALL APPLIED THEREOF
SYSTEME DE COMMERCE ELECTRONIQUE POUR UN TYPE D'INTERMEDIAIRE D'ACHATS ET
SYSTEME D'EXPLOITATION ASSOCIE POUR CENTRE COMMERCIAL

Patent Applicant/ Patent Assignee:

- **BLUECOMMERCE CO LTD**; # 116 Hanyang University HIT Bldg, 17, Haengdang-dong, Seongdong-gu, Seoul 133-791
KR; KR (Residence); KR (Nationality)
(For all designated states except: US)
- **MIHN Jung Ki**; 112-1403, Dusan Apts., Bongcheonbon-dong, Kwanak-gu, Seoul 151-069
KR; KR (Residence); KR (Nationality)
(Designated for all)
- **LEE Kang Min**; # B01, 8-cha, Donga Villa, 900-45, Bongcheonbon-dong, Kwanak-gu, Seoul 151-069
KR; KR (Residence); KR (Nationality)

Patent Applicant/ Inventor:

- **MIHN Jung Ki**
112-1403, Dusan Apts., Bongcheonbon-dong, Kwanak-gu, Seoul 151-069; KR; KR (Residence); KR (Nationality); (Designated for all)
- **LEE Kang Min**
B01, 8-cha, Donga Villa, 900-45, Bongcheonbon-dong, Kwanak-gu, Seoul 151-069; KR; KR (Residence); KR (Nationality);

Legal Representative:

- **DARAE PATENT FIRM(agent)**

10th Floor, KIPS, 647-9, Yeoksam-dong, Kangnam-ku, Seoul 135-980; KR;

	Country	Number	Kind	Date
Patent	WO	200704806	A1	20070111
Application	WO	2006KR2526		20060628
Priorities	KR	1020050060640		20050706
	KR	1020060037143		20060425

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG; BR; BW; BY; BZ; CA; CH; CN; CO; CR; CU; CZ; DE; DK; DM; DZ; EC; EE; EG; ES; FI; GB; GD; GE; GH; GM; HN; HR; HU; ID; IL; IN; IS; JP; KE; KG; KM; KN; KP; KZ; LA; LC; LK; LR; LS; LT; LU; LV; LY; MA; MD; MG; MK; MN; MW; MX; MZ; NA; NG; NI; NO; NZ; OM; PG; PH; PL; PT; RO; RS; RU; SC; SD; SE; SG; SK; SL; SM; SY; TJ; TM; TN; TR; TT; TZ; UA; UG; US; UZ; VC; VN; ZA; ZM; ZW;

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR; HU; IE; IS; IT; LT; LU; LV; MC; NL; PL; PT; RO; SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW; ML; MR; NE; SN; TD; TG;

[AP] BW; GH; GM; KE; LS; MW; MZ; NA; SD; SL; SZ; TZ; UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

International Patent Classes (Version 8/ R) IPC	Level	Value	Position	Status	Version	Action	Source	Office
G06Q-0030/ 00...								

Language Publication Language:

English

Filing Language:

Korean

Fulltext word count:

11203

Detailed Description:

...price lower than the regular price.

According to rapid spread of the Internet, **on-line** shopping malls where **sellers** and buyers **dealing** a variety of merchandise **make transactions** and payment for merchandise on-line without directly meeting each other have been recently generalized...

Dialog eLink: [Order File History](#)

12/3K/8 (Item 8 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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01357270

CONSISTENT SET OF INTERFACES DERIVED FROM A BUSINESS OBJECT MODEL
ENSEMBLE COHERENT D'INTERFACES DERIVEES D'UN MODELE D'OBJET COMMERCIAL

Patent Applicant/ Patent Assignee:

- **SAP AG;** Diettmars-Hopp-Allee 16, 69190 Walldorf
DE; DE (Residence); DE (Nationality)
(For all designated states except: US)

- **SEUBERT Michael**; Vogelsangstr. 10, 74889 Sinsheim
DE; DE (Residence); DE (Nationality)
(Designated for all)
- **ADELMANN Stefan**; Tannhaeusering 104, 68199 Mannheim
DE; DE (Residence); DE (Nationality)
(Designated for all)
- **ALVAREZ Gabriel**; Heinrich-boell-strasse 23, 68766 Hockenheim
DE; DE (Residence); US (Nationality)
(Designated for all)

< removed unnecessary information >

- **ZOELLER Michael**
69231 Rauenberg; DE; DE (Residence); -- (Nationality); (Designated for all)
Legal Representative:
- **FISH & RICHARDSON PC(agent)**
P.O. Box 1022, Minneapolis, MN 55440-1022; US;

	Country	Number	Kind	Date
Patent	WO	200638924	A2-A3	20060413
Application	WO	2005US21481		20050617
Priorities	US	2004581252		20040618
	US	2004582949		20040625
	US	2005656598		20050225
	US	2005669310		20050407
	US	2005145464		20050603
	WO	2005US19961		20050603

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG; BR; BW; BY; BZ; CA; CH; CN; CO; CR; CU; CZ; DE; DK; DM; DZ; EC; EE; EG; ES; FI; GB; GD; GE; GH; GM; HR; HU; ID; IL; IN; IS; JP; KE; KG; KM; KP; KR; KZ; LC; LK; LR; LS; LT; LU; LV; MA; MD; MG; MK; MN; MW; MX; MZ; NA; NG; NI; NO; NZ; OM; PG; PH; PL; PT; RO; RU; SC; SD; SE; SG; SK; SL; SM; SY; TJ; TM; TN; TR; TT; TZ; UA; UG; US; UZ; VC; VN; YU; ZA; ZM; ZW;

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR; HU; IE; IS; IT; LT; LU; MC; NL; PL; PT; RO; SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW; ML; MR; NE; SN; TD; TG;

[AP] BW; GH; GM; KE; LS; MW; MZ; NA; SD; SL; SZ; TZ; UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

International Patent Classes (Version 8/ R) IPC	Level	Value	Position	Status	Version	Action	Source	Office
G06Q-0010/ 00... ..US								

Language Publication Language: English
Filing Language: English
Fulltext word count: 343308

Detailed Description:

...Ship From Location 7125A, the Property is Loading Location 7126A, the Representation/Association term Business **Transaction** Document Location 7127A, the Type term is GDT 7128A, and the Type Name term is ...An example of GDT BusinessTransactionExecutionStatusCode 7500 is.

The structure of GDT Business **Transaction Execution** Status Code 7500 is depicted in Figure 75. For the GDT Business Transaction Execution Status...

Dialog eLink: [Order File History](#)

12/3K/10 (Item 10 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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01198565

METHOD FOR ESTATE TRANSACTION BY NETWORK OF MEMBER STORE

PROCEDE POUR TRANSACTIONS IMMOBILIERES UTILISANT UN RESEAU DE MAGASINS MEMBRES

Patent Applicant/ Inventor:

- CHUN Myong-sun**

896-17, Bangbae 1-dong, Seocho-gu, Seoul 137-841; KR; KR(Residence);
 KR(Nationality);

Legal Representative:

- JUNG Se-sung(agent)**

208, Hubahua Bldg., 648, Yoksam-dong, Gangnam-gu, Seoul 135-911; KR;

	Country	Number	Kind	Date
Patent	WO	200506233	A1	20050120
Application	WO	2004KR1694		20040709
Priorities	KR	1020030046401		20030709

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG; BR; BW; BY; BZ; CA; CH; CN; CO; CR; CU; CZ; DE; DK; DM; DZ; EC; EE; EG; ES; FI; GB; GD; GE; GH; GM; HR; HU; ID; IL; IN; IS; JP; KE; KG; KP; KZ; LC; LK; LR; LS; LT; LU; LV; MA; MD; MG; MK; MN; MW; MX; MZ; NA; NI; NO; NZ; OM; PG; PH; PL; PT; RO; RU; SC; SD; SE; SG; SK; SL; SY; TJ; TM; TN; TR; TT; TZ; UA; UG; US; UZ; VC; VN; YU; ZA; ZM; ZW;

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES; FI; FR; GB; GR; HU; IE; IT; LU; MC; NL; PL; PT; RO; SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW; ML; MR; NE; SN; TD; TG;

[AP] BW; GH; GM; KE; LS; MW; MZ; NA; SD; SL; SZ; TZ; UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

Main International Patent Classes (Version 7):

IPC	Level
< B> G06F-017/60</ B>	Main

Language Publication Language: English

Filing Language: Korean

Fulltext word count: 4014

Detailed Description:

...stores of the present invention, when a seller tries to sell real estate through the Internet, the seller selects direct **dealing** or **dealing** through intermediation and directly inputs real estate for **sale** so as to **make** information on real estate for sale clear.

Dialog eLink: [Order](#) [File](#) [History](#)

12/3K/13 (Item 13 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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00820476

IMPROVED SYSTEM AND METHOD FOR INTERACTIVE PROCESSING AND DISPLAY OF INFORMATION

SYSTEME ET PROCEDE AMELIORES DESTINES AU TRAITEMENT INTERACTIF ET A L'AFFICHAGE D'INFORMATIONS

Patent Applicant/ Patent Assignee:

- **HOUSTON STREET EXCHANGE INC;** Suite 302, 20 Internation Drive, Portsmouth, NH 03801

US; US(Residence); US(Nationality)

Legal Representative:

- **KALIDINDI Kris V(agent)**

Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C., One Fountain Square, 11911 Freedom Drive, Reston, VA 20190; US;

	Country	Number	Kind	Date
Patent	WO	200154039	A2	20010726
Application	WO	2001US2105		20010122
Priorities	US	2000488278		20000120

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ; UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

Main International Patent Classes (Version 7):

IPC	Level
< B> G06F-017/60< /B>	Main

Language Publication Language: English

Filing Language: English

Fulltext word count: 29139

Detailed Description:

...because of the amount of information that must be made available to the buyers and **sellers on-line** in real-time, the historical data that must be maintained, and the ability to act swiftly and accurately on-line in real-time to **close the deal**.

Moreover, when **dealing** in commodities, certain markets may involve only a small number of buyers and sellers so...

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12/3K/14 (Item 14 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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00820467

NEGOTIATING A COMMERCIAL TRANSACTION USING INTERNET-BASED COMMUNICATION

NEGOCIATION D'UNE TRANSACTION COMMERCIALE PAR COMMUNICATION SUR INTERNET

Patent Applicant/ Patent Assignee:

- **E-SPROCKET CORPORATION**; 386 Fore Street, Portland, ME 04101
US; US(Residence); US(Nationality)
(For all designated states except: US)
- **COLEMAN John R**; 85 Pleasant Street, Yarmouth, ME 04096
US; US(Residence); US(Nationality)
(Designated only for: US)

Patent Applicant/ Inventor:

- **COLEMAN John R**
85 Pleasant Street, Yarmouth, ME 04096; US; US(Residence); US(Nationality);
(Designated only for: US)

Legal Representative:

- **FEIGENBAUM David L(agent)**

Fish & Richardson P.C., 225 Franklin Street, Boston, MA 02110-2804; US;

	Country	Number	Kind	Date
--	---------	--------	------	------

Patent	WO	200154030	A2-A3	20010726
Application	WO	2001US1839		20010119
Priorities	US	2000489197		20000120

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ; UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

Main International Patent Classes (Version 7):

IPC	Level
G06F-017/60	Main

Language Publication Language: English

Filing Language: English

Fulltext word count: 8114

Detailed Description:

...parties to negotiate a final written agreement, e.g., an eContract agreement. The buyer and **seller** interact and negotiate **online** by using a private chat window. Some implementations give only one party, .25 e.g. ...upon, with the other party being restricted to viewing a write-protected version of the **contract**. In some **implementations**, the **negotiation** table also provides the parties with online access to services related to the transaction, for...

Dialog eLink: [Order File History](#)

12/3K/19 (Item 19 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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00800748

METHOD OF TRADING GOODS USING DRAWING IN CYBER SPACE

PROCEDE DE COMMERCE DE BIENS PAR PRELEVEMENT DANS LE CYBERESPACE

Patent Applicant/ Inventor:

- PARK Seung Kyu**

81-1 Goejung-dong, Seo-ku, Taejon 302-815; KR; KR(Residence); KR(Nationality);

- Legal Representative:**

- JEONG Jin Sang(agent)**

7th Floor, Asia Bldg., 726 Yeoksam-dong, Kangnam-ku, Seoul 135-719; KR;

Country	Number	Kind	Date
---------	--------	------	------

Patent	WO	200133312	A2-A3	20010510
Application	WO	2000KR1253		20001103
Priorities	KR	9949033		19991105

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ; UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

Main International Patent Classes (Version 7):

IPC	Level
G06F-017/60	Main

Language Publication Language: English

Filing Language: English

Fulltext word count: 1998

Detailed Description:

...result of drawing. The determined buyer pays the thirty-thousand-dollar previously published on the **web** site to the **seller** via the **transaction** operator to **conclude** the **bargain**. Here, the transaction operator additionally pays twenty thousand dollars among the collected securities of twenty...

Dialog eLink: [Order File History](#)

12/3K/20 (Item 20 from file: 349)

DIALOG(R)File 349: PCT FULLTEXT

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00768570

SYSTEM AND METHOD FOR INTERACTIVE PROCESSING AND DISPLAY OF INFORMATION

SYSTEME ET PROCEDE DE TRAITEMENT INTERACTIF ET D'AFFICHAGE D'INFORMATIONS

Patent Applicant/ Patent Assignee:

- **HOUSTON STREET EXCHANGE INC;** Suite 302, 20 International Drive, Portsmouth, NH 03801 US; US(Residence); US(Nationality)

Legal Representative:

- **KENNARD Wayne M(et al)(agent)**

Hale and Dorr LLP, 60 State Street, Boston, MA 02109; US;

	Country	Number	Kind	Date
Patent	WO	200101274	A2	20010104

Application	WO	2000US16464	20000615
Priorities	US	99344683	19990625

Designated States: (All protection types applied unless otherwise stated - for applications 2004+)

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC; NL; PT; SE;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ; UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

Main International Patent Classes (Version 7):

IPC	Level
< B> G06F-017/60	Main

Language Publication Language: English

Filing Language: English

Fulltext word count: 11760

Detailed Description:

...also have buyers and sellers the same as securities transactions, but the process involves more **bargaining** with regard to the offers and counter offers before a **deal** will **close**. This presents challenges for the electronic trading because of the amount of information that must be made available to the buyers and **sellers on-line** in real time, the historical data that must be maintained, and the ability to act swiftly and 10 accurately on-line in real time to **close** the **deal**. Moreover, when **dealing** in commodities, certain markets may involve only a small number of buyers and sellers so...

IV. Text Search Results from Dialog

A. NPL Files, Abstract

? show files

File 471: New York Times Fulltext 1980-2009/Jun 10
(c) 2009 The New York Times
File 63: Transport Res(TRIS) 1970-2009/May
(c) fnt only 2009 Dialog
File 583: Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 Gale/Cengage
File 474: New York Times Abs 1969-2009/Jun 10
(c) 2009 The New York Times
File 475: Wall Street Journal Abs 1973-2009/Jun 10
(c) 2009 The New York Times
File 35: Dissertation Abs Online 1861-2009/May
(c) 2009 ProQuest Info&Learning
File 65: Inside Conferences 1993-2009/Jun 10
(c) 2009 BLDSC all rts. reserv.
File 99: Wilson Appl. Sci & Tech Abs 1983-2009/May
(c) 2009 The HW Wilson Co.
File 484: Periodical Abs Plustext 1986-2009/Jun W1
(c) 2009 ProQuest
File 81: MIRA - Motor Industry Research 2001-2009/Apr
(c) 2009 MIRA Ltd.
File 256: TecInfoSource82-2009/May
(c) 2009 Info.Sources Inc. All rights reserved
File 2: INSPEC 1898-2009/May W5
(c) 2009 The IET

? ds

Set Items Description

S1 4075092 AUTOMAT?? OR COMPUTER! ? OR ELECTRONIC OR VIRTUAL OR
ARTIFICIAL??() INTELLIGENT?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR
BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR
INTERACTIVE? OR INTERNET OR WEB OR ONLINE OR ON()LINE

S2 318994 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR
REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N
OR SALES() (MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR
SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S3 6532299 NEGOTIAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL???
OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR
TALK??? OR SPEAK??? AK???

S4 6975626 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINAL? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S5 4069985 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR AGREEMENTOR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT OR ARRANGEMENTS

S6 5936 S1(3N)S2
S7 7595 S3(10N)(S4(3N)S5)
S8 6 S6(S)S7
S9 8031 S1(5N)S2
S10 1730 S3(20N)(S4(5N)S5)
S11 22 S9(S)S10
S12 201 S5(10N)(S3 OR S4)(10N)S6
S13 143 S5(7N)(S3 OR S4)(7N)S6
S14 87 S9 AND S10
S15 87 S11 OR S14
S16 39 S15 NOT (PY> 2000 OR PD= 20000701:20001231)
S17 39 RD (unique items)

17/6/1 (Item 1 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

04010896 483907000607
BUSINESS TO BUSINESS; Sales? The Internet Will Handle That. Let's Talk Solutions.
Wednesday June 7 2000
Word Count: 1273

17/6/2 (Item 2 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

03956236 714615991203
A Stock-Network Deal Is Said to Be Stalled
Friday December 3 1999
Word Count: 924

17/6/3 (Item 3 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
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03934523 463027990922

Beanie Baby Scams And Identity Thefts

Wednesday September 22 1999

Word Count: 1928

17/6/4 (Item 4 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

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03934520 462861990922

Night of the Living Bid: Four Tales From an Hour of Ebay

Wednesday September 22 1999

Word Count: 3197

17/6/5 (Item 5 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

(c) 2009 The New York Times. All rights reserved.

03914915 936162990531

E-Commerce Report; Discounts might be a good way to build a retail clientele -- but not until on-line shoppers become more price conscious.

Monday May 31 1999

Word Count: 1088

17/6/6 (Item 6 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

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03887332 191795990413

On-Line Auctions: Let's Make a Deal Without the Haggle

Tuesday April 13 1999

Word Count: 2201

17/6/7 (Item 7 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

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02023070 174305900318

Wall Street; The Mystery of the Rising Stock

Sunday March 18 1990

Word Count: 1159

17/6/8 (Item 8 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
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01277510 022699860426

Your Money; Reselling Units Of Partnerships

Saturday April 26 1986

Word Count: 806

17/6/9 (Item 1 from file: 583)
DIALOG(R)File 583: Gale Group Globalbase(TM)
(c) 2002 Gale/Cengage. All rights reserved.

09290213

Instant help for online customers

TAIWAN: NEW SOFTWARE BY AKUP INTERNATIONAL

24 Apr-30 Apr 2000

17/6/10 (Item 2 from file: 583)
DIALOG(R)File 583: Gale Group Globalbase(TM)
(c) 2002 Gale/Cengage. All rights reserved.

03010224

REUTERS LAUNCHES ELECTRONIC DEALING SYSTEM

UK - REUTERS LAUNCHES ELECTRONIC DEALING SYSTEM

0 October 1989

17/6/11 (Item 1 from file: 475)
DIALOG(R)File 475: Wall Street Journal Abs
(c) 2009 The New York Times. All rights reserved.

06789574

NASD GOVERNORS GIVE NON-MEMBERS ACCESS TO SELECTNET

Wednesday January 26 1994

17/6/12 (Item 1 from file: 35)
DIALOG(R)File 35: Dissertation Abs Online
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01705408 ORDER NO: AAD99-31181

AUCTIONING AND BIDDING IN ELECTRONIC COMMERCE: THE ONLINE AUCTION

Year: 1999

17/6/13 (Item 1 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04740236 **Supplier Number:** 53387377 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Masterful meetings
May 2000
Word Count: 3643

17/6/14 (Item 2 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04729386 **Supplier Number:** 51147021 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Heineken adds buzz to derby Frito, MLS talk
Mar 13, 2000
Word Count: 783

17/6/15 (Item 3 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04609314 **Supplier Number:** 46496131 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Birth.com
Nov 8, 1999
Word Count: 4584

17/6/16 (Item 4 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04498857 **Supplier Number:** 99438916 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Hotlinks
Oct 1999
Word Count: 4254

17/6/17 (Item 5 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04251694 **Supplier Number:** 99191753 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Who'll be the Amazon.com of the \$1 trillion car biz?
Apr 26, 1999
Word Count: 619

17/6/18 (Item 6 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04115001 **Supplier Number:** 99055060 (USE FORMAT 7 OR 9 FOR FULLTEXT)
High-tech internship
Jan 1999
Word Count: 183

17/6/19 (Item 7 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04115000 **Supplier Number:** 99055059 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Search and find
Jan 1999
Word Count: 180

17/6/20 (Item 8 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04073248 **Supplier Number:** 99013307 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Why use NT for customer management?
Dec 1998
Word Count: 4172

17/6/21 (Item 9 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04055247 **Supplier Number:** 98542021 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Home on the Net
Fall 1998
Word Count: 4321

17/6/22 (Item 10 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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03633296 **Supplier Number:** 98120070 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Web-based customer decision support systems
Mar 1998
Word Count: 3963

17/6/23 (Item 11 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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03625666 **Supplier Number:** 98112440 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Moving up: How to buy and sell a home
Apr 1998
Word Count: 5753

17/6/24 (Item 12 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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03366105 **Supplier Number:** 97276748 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Feds hate the Web
Aug 25, 1997
Word Count: 2173

17/6/25 (Item 13 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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03336967 **Supplier Number:** 97247610 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Burning down the house
Aug 1997
Word Count: 4479

17/6/26 (Item 14 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

03278251 **Supplier Number:** 97188894 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The public interest, the greater good: How government should work
Mar 1997
Word Count: 2973

17/6/27 (Item 15 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

03214807 **Supplier Number:** 97125450 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Are you being taken for a ride?
Apr 1997
Word Count: 2414

17/6/28 (Item 16 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

03171085 **Supplier Number:** 97081728 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Ford pushes 'net data
Feb 24, 1997
Word Count: 545

17/6/29 (Item 17 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

03093626 **Supplier Number:** 97004269 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Spreading the wealth
Dec 1996
Word Count: 788

17/6/30 (Item 18 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

02769831 **Supplier Number:** 96139051 (USE FORMAT 7 OR 9 FOR FULLTEXT)
How to buy a car on the Internet ... and other new ways to make the second-biggest purchase of a lifetime
Mar 4, 1996
Word Count: 2977 **Length:** Long (31+ col inches)

17/6/31 (Item 19 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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02414098 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Lonely hearts, classy dreams, empty wallets
Jun 1995
Word Count: 3919 **Length:** Long (31+ col inches)

17/6/32 (Item 20 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

02353975 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Transformation = re-engineering + automation
Apr 1995

Word Count: 561 **Length:** Medium (10-30 col inches)

17/6/33 (Item 21 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

02353972 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Ascom Timeplex closes the deal with sales automation
Apr 1995

Word Count: 280 **Length:** Short (1-9 col inches)

17/6/34 (Item 22 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

02353969 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Re-engineering sales & marketing with advanced information delivery systems
Apr 1995

Word Count: 15809 **Length:** Long (31+ col inches)

17/6/35 (Item 23 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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02149262 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The future is now
Nov 1994
Word Count: 2867 **Length:** Long (31+ col inches)

17/6/36 (Item 24 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

02112905 (USE FORMAT 7 OR 9 FOR FULLTEXT)
You'll never guess who really makes ...
Oct 3, 1994
Word Count: 3201 **Length:** Long (31+ col inches)

17/6/37 (Item 25 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

01963528 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The preacher

Apr 1994

Word Count: 3367 **Length:** Long (31+ col inches)

17/6/38 (Item 1 from file: 2)

DIALOG(R)File 2: INSPEC

(c) 2009 The IET. All rights reserved.

07598179

Title: An agent based Internet infrastructure for learning commerce

Book Title: Proceedings of the 33rd Annual Hawaii International Conference on Systems Sciences

Country of Publication: USA

Publication Date: 2000

INSPEC Update Issue: 2000-020

Copyright: 2000, IEE

17/6/39 (Item 2 from file: 2)

DIALOG(R)File 2: INSPEC

(c) 2009 The IET. All rights reserved.

06776285

Title: The extranet effect [in sales]

Country of Publication: USA

Publication Date: Oct. 1997

INSPEC Update Issue: 1997-049

Copyright: 1997, IEE

17/3,K/9 (Item 1 from file: 583)
DIALOG(R)File 583: Gale Group Globalbase(TM)
(c) 2002 Gale/Cengage. All rights reserved.

09290213

Instant help for online customers

TAIWAN: NEW SOFTWARE BY AKUP INTERNATIONAL
Asia Computer Weekly (XCF) 24 Apr-30 Apr 2000 p.12
Language: ENGLISH

...a link between a firm's salesperson and a customer. Thanks to VoIP (voice over **I**nternet protocol) technology, customer can contact **salesperson** through the **I**nternet, as well as receiving mails from firm. On the other hand, **discussion** with clients can be performed by the firm, thus minimising **sales** cycle. According to chief **executive** officer of AKuP International, Alex Hu, the world is now in the era of eBusiness...

17/3,K/10 (Item 2 from file: 583)
DIALOG(R)File 583: Gale Group Globalbase(TM)
(c) 2002 Gale/Cengage. All rights reserved.

03010224

REUTERS LAUNCHES ELECTRONIC DEALING SYSTEM
UK - REUTERS LAUNCHES ELECTRONIC DEALING SYSTEM
Banking World (BGW) 0 October 1989 p48
ISSN: 0737-6413

Reuters has launched the **Dealing** 2000 **electronic dealing** system. This allows currency **dealers** on-screen matching of best bid and offered prices, and can also **complete** and record the **deal**. Transvik (Sweden) has also launched an electronic **dealing** system, the Nordex system. This allows matching of bid and offer prices for equities listed...

17/3,K/16 (Item 4 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

04498857 **Supplier Number:** 99438916 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Hotlinks

Caggiano, Christopher
Inc. (INO) , v21 n14 , p 72-81 , p. 7
Oct 1999

ISSN: 0162-8968 **Journal Code:** INO

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 4254

TEXT:

...with Hewlett-Packard for the hardware and Oracle for the database. Small content providers (from **on-line** grocery stores to used-book **sellers**) wanted to hook Up with Yahoo and America Online and other media groups such as...by" alliance-the kind in which two CEOs meet on a golf course, get to **talking**, and cut the **deal** before any of the actual **implementers** even know about it. Through his research, Slowinski has found the most common reasons strategic...

17/3,K/18 (Item 6 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

04115001 **Supplier Number:** 99055060 (USE FORMAT 7 OR 9 FOR FULLTEXT)
High-tech internship

Wilcox, JoAnn

Successful Farming (Iowa Edition) (GSUF) , v97 n1 , p 25 , p. 01
Jan 1999

ISSN: 0039-4432 **Journal Code:** GSUF

Document Type: News

Language: English **Record Type:** Fulltext; Abstract

Word Count: 183

TEXT:

...according to the company.

"Once customers find the equipment they want to buy, they can **negotiate** directly with the **seller online** or **make arrangements** for their local John Deere dealer to get involved in the purchase," says Bill Holstun...

17/3,K/20 (Item 8 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

04073248 **Supplier Number:** 99013307 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Why use NT for customer management?

Lent, Anne Fischer

Sales & Marketing Management (SAL) , v150 n13 , p 7A-12A+ , p. 5
Dec 1998

ISSN: 0163-7517 **Journal Code:** SAL

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 4172

TEXT:

...of all salespeople use some kind of technology to assist with sales. In addition, most **salespeople** are on the **Internet** And competitors regularly leapfrog each other with new versions, models, and pricing-leaving few areas...old hardware purchased years ago. The call

center employee can answer the question and possibly **discuss** hardware upgrades at the same time. In some cases, the call center employee may be able to **close a sale** or will simply transfer the caller to the sales department, where the salesperson can look...

17/3,K/21 (Item 9 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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04055247 **Supplier Number:** 98542021 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Home on the Net

Kim, Jeanhee

Money (MON) , v1 n2 (money.com Supplement) , p 22-34 , p. 10
Fall 1998

ISSN: 0149-4953 **Journal Code:** MON

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 4321

TEXT:

...burning fireplace)-so prevalent in newspaper classified ads. For another, the infinite space on the **I n t e r n e t** allows **s e l l e r s** to offer a complete list of a home's features and costs, including the full... the most valuable information. Having spent weeks online researching Websites and interviewing brokers, buyers and **s e l l e r s** who've used the **I n t e r n e t** to research real estate transactions, we make no claims to have exhausted every resource available...without an agent requires a lot of free time and diligence, in addition to skillful **negotiating**, to carry you through browsing, getting a mortgage, **making** a bid, signing a **contract** and representing yourself at the **closing**.

17/3,K/22 (Item 10 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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03633296 **Supplier Number:** 98120070 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Web-based customer decision support systems

O Keefe, Robert M; McEachern, Tim

Communications of the ACM (GACM) , v41 n3 , p 71-78 , p. 8
Mar 1998

ISSN: 0001-0782 **Journal Code:** GACM

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 3963

TEXT:

...a Web site is not likely to be of much value, and orders may require **negotiation** and **contractual agreements**, thus

making Web-based order processing irrelevant.

In this article, we consider the role of CDSS in...Magazine in the U.K.). To obtain a trial, we can now even visit a **virtual** service that will contact **dealers** and arrange for them to bring the car to us. Contrast this with the physical...

17/3,K/30 (Item 18 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

02769831 **Supplier Number:** 96139051 (USE FORMAT 7 OR 9 FOR FULLTEXT)
How to buy a car on the Internet ... and other new ways to make the second-biggest purchase of a lifetime

Taylor, Alex III

Fortune (FOR) , v133 n4 , p 164-168

Mar 4, 1996

I SSN: 0015-8259 **Journal Code:** FOR

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 2977 **Length:** Long (31+ col inches)

TEXT:

...members to dealers who sell at a fixed amount over cost and promise not to **haggle** over price. Autoland, a California broker that buys cars for 600 credit unions, steers customers away from dealerships entirely. Buyers **make** all their **arrangements**, including financing and tradein, through Autoland, which will even deliver the car to your home...a computer can offer service like this, only a masochist would think of using a **salesman**.

As buying cars becomes more **automated**, it will eventually affect the way automakers design, order, and build them. The current system...

17/3,K/32 (Item 20 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
(c) 2009 ProQuest. All rights reserved.

02353975 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Transformation = re-engineering + automation

Kenlaw, Will

Sales & Marketing Management (SAL) , v147 n4 , p S21

Apr 1995

I SSN: 0163-7517 **Journal Code:** SAL

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 561 **Length:** Medium (10-30 col inches)

Abstract:

Will Kenlaw, a **Sales** Force Transformation business unit **executive** for IBM, **discusses** the units services. The unit

provides professional services to Fortune 2000 customers seeking to automate...

TEXT:

...press a button. And the communication happens automatically."

3. MINIMIZE CONNECTION TIME

Every minute a **salesperson** spends **online** is a minute he or she could be seen selling. Thus, Jajeh recommends minimizing the...

17/3,K/33 (Item 21 from file: 484)

DIALOG(R)File 484: Periodical Abs Plustext

(c) 2009 ProQuest. All rights reserved.

02353972 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Ascom Timeplex closes the deal with sales automation

Goldenberg, Barton

Sales & Marketing Management (SAL) , v147 n4 , p S13

Apr 1995

ISSN: 0163-7517 **Journal Code:** SAL

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 280 **Length:** Short (1-9 col inches)

Abstract:

In 1991, Ascom Timeplex, a network manufacturer, decided to **implement automated sales** support for its field **sales representatives**. Goldenberg **discusses** Ascom's three goals and how completely they were achieved.

17/3,K/34 (Item 22 from file: 484)

DIALOG(R)File 484: Periodical Abs Plustext

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02353969 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Re-engineering sales & marketing with advanced information delivery systems

Goldenberg, Barton

Sales & Marketing Management (SAL) , v147 n4 , p S1-S31

Apr 1995

ISSN: 0163-7517 **Journal Code:** SAL

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 15809 **Length:** Long (31+ col inches)

TEXT:

...is to bring together ten to fifteen company personnel that represent the functions to be **automated**, e.g., **sales reps**, sales management, marketing, customer service and top management. The brainstorming session usually lasts between three...I have opted to devote an entire separate chapter to this topic rather than to **discuss** it here.

Let me tell you about a large international pharmaceutical company that two years ago **implemented** a comprehensive **sales** and marketing automation system for its sales and marketing personnel. To ensure that the system...

17/3,K/35 (Item 23 from file: 484)
DIALOG(R)File 484: Periodical Abs Plustext
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02149262 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The future is now

Trumfio, Ginger

Sales & Marketing Management (SAL) , v146 n13 , p 74-80

Nov 1994

ISSN: 0163-7517 **Journal Code:** SAL

Document Type: Feature

Language: English **Record Type:** Fulltext; Abstract

Word Count: 2867 **Length:** Long (31+ col inches)

TEXT:

... To do business successfully with these customers, **salespeople** need to be **dynamic** and colorful. And so do their presentations.

Multimedia is allowing salespeople to stand out. Using...able to quickly customize a presentation. Last January he flew into Toronto with Northeast District **Sales** Manager Sandy Fibish to **make** a series of **sales** calls. During their drive to the first customer, they **discussed** the presentation, deciding to alter it. "I had new pieces of research on my hard...because you can click into any part of the presentation at any time."

To achieve **interactive** adeptness, **salespeople** must be trained not only to operate the presentation, but also to sell with it...
...The companies that get there first will have the competitive edge."
Forty percent of all **salespeople** are already **automated**, and interest in sales force automation is swelling to a tidal wave, says Solazzo of...

17/3,K/38 (Item 1 from file: 2)
DIALOG(R)File 2: INSPEC
(c) 2009 The IET. All rights reserved.

07598179

Title: An agent based Internet infrastructure for learning commerce

Author(s): Arcelli, F.; De Santo, M.

Book Title: Proceedings of the 33rd Annual Hawaii International Conference on Systems Sciences

Inclusive Page Numbers: 10 pp.

Publisher: IEEE Comput. Soc, Los Alamitos, CA

Country of Publication: USA
Publication Date: 2000
Conference Title: Proceedings of the 33rd Annual Hawaii International Conference on System Sciences
Conference Date: 4-7 Jan. 2000
Conference Location: Maui, HI, USA
Editor(s): Sprague, R.H., Jr.
ISBN: 0 7695 0493 0
U.S. Copyright Clearance Center Code: 0 7695 0493 0/2000/\$10.00
Number of Pages: CD-ROM
Language: English
Subfile(s): C (Computing & Control Engineering); E (Mechanical & Production Engineering)
INSPEC Update Issue: 2000-020
Copyright: 2000, IEE
Abstract: ...commerce of learning materials available on the Web. We tackle the aspects related to the **negotiation**, sometimes needed, to **conclude a transaction** and the aspects related to the best ways to save and classify the materials, through...
Identifiers: agent based **Internet** infrastructure; **electronic** commerce ; learning material **sellers**; learning materials; World Wide **Web**; negotiation; learning object metadata approach; standardization ; prototype architecture

B. NPL Files, Full-text

Full text NPL files - 1

? show files

File 20:Dialog Global Reporter 1997-2009/Jun 10
(c) 2009 Dialog

? ds

Set Items Description

S1 9909434 AUTOMAT?? OR COMPUTER! ? OR ELECTRONIC OR VIRTUAL OR
ARTIFICIAL??() INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR
BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR
INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON()LINE

S2 3810695 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR
REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N
OR SALES() (MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR
SALESPERSON? ? OR SALESPERSON OR SELLER OR SELLERS OR DEALER OR DEALERS

S3 15181832 NEGOTIAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL???
OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR
TALK??? OR SPEAK??? AK???

S4 31288071 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR
FINAL? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR
COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR
EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S5 18226275 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR
AGREEMENTOR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT
OR ARRANGEMENTS

S6 38892 S1(3N)S2

S7 53232 S3(10N)(S4(3N)S5)

S8 27 S6(S)S7

S9 15 S6(10N)(S4 OR S5)(10N)S7

S10 26 S6(S)(S4 OR S5)(S)S7

S11 27 S8 OR S10

S12 9 S11 NOT (PY> 2000 OR PD= 20000701:20001231)

S13 9 RD (unique items)

13/6/1

DIALOG(R)File 20: Dialog Global Reporter

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11487579 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Biz-To-Biz Buzz Asia Pacific

June 13, 2000

Word Count: 546

13/6/2

DIALOG(R)File 20: Dialog Global Reporter

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11360830 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Outsell Names Bill Milon Vice President of Sales, Marketing & Customer Development

June 05, 2000

Word Count: 450

13/6/3

DIALOG(R)File 20: Dialog Global Reporter

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11142595 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Outsell Names Sergey Tolkachev Chief Technical Officer

May 22, 2000

Word Count: 458

13/6/4

DIALOG(R)File 20: Dialog Global Reporter

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09322535 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ADVISORY/ Selling Cars over the Internet

January 25, 2000

Word Count: 428

13/6/5

DIALOG(R)File 20: Dialog Global Reporter

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08157717 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ADP, Newgen Results Partner To Provide Auto Retailers e-CRM Services; E-business Strategy Will Help Dealerships Increase Profits

November 09, 1999

Word Count: 419

13/6/6

DIALOG(R)File 20: Dialog Global Reporter

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07320376 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Freightliner Chooses ADP To Develop Web-Based System; Sign Letter of Intent for Freightliner's Next-Generation Dealer System

September 20, 1999

Word Count: 715

13/6/7

DIALOG(R)File 20: Dialog Global Reporter

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06745936 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Sky Alland Aligns with Oracle Corporation, Lucent Technologies and IMA, Create the First Total-Solution Service for E-Commerce Customer Care

August 17, 1999

Word Count: 1044

13/6/8

DIALOG(R)File 20: Dialog Global Reporter

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03222134 (USE FORMAT 7 OR 9 FOR FULLTEXT)

WisdomWare, Inc. Chosen for Red Herring's Venture Market East

October 26, 1998

Word Count: 419

13/6/9

DIALOG(R)File 20: Dialog Global Reporter

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03013449

Haggle Online and i-Escrow Join Forces to Extend Security for Auction Users

October 05, 1998

Word Count: 451

13/3,K/4

DIALOG(R)File 20: Dialog Global Reporter

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09322535 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ADVISORY/ Selling Cars over the Internet

BUSINESS WIRE

January 25, 2000

Journal Code: WBWE **Language:** English **Record Type:** FULLTEXT

Word Count: 428

...the automobiles still come from dealership lots. Although many car dealers reportedly welcome partnerships with **I n t e r n e t** companies, some **d e a l e r s** have lobbied state legislatures to protect their businesses against being bypassed by **o n l i n e s e l l e r s**. In response, several states have strengthened laws to ensure that auto manufacturers only sell to...

13/3,K/5

DIALOG(R)File 20: Dialog Global Reporter

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08157717 (USE FORMAT 7 OR 9 FOR FULLTEXT)

ADP, Newgen Results Partner To Provide Auto Retailers e-CRM Services; E-business Strategy Will Help Dealerships Increase Profits

BUSINESS WIRE

November 09, 1999

Journal Code: WBWE **Language:** English **Record Type:** FULLTEXT

Word Count: 419

...agreement to acquire ADP's Computer Care owner loyalty business. This transaction is subject to **n e g o t i a t i o n** and **e x e c u t i o n** of a definitive **a g r e e m e n t**.

"This important alliance is part of ADP's overall strategy to deliver retailers and manufacturers...

Full text NPL files - 2

? show files

File 387:The Denver Post 1994-2009/Jun 09
(c) 2009 Denver Post
File 471:New York Times Fulltext 1980-2009/Jun 10
(c) 2009 The New York Times
File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06
(c) 2002 Phoenix Newspapers
File 494:St LouisPost-Dispatch 1988-2009/Jun 07
(c) 2009 St Louis Post-Dispatch
File 631:Boston Globe 1980-2009/Jun 10
(c) 2009 Boston Globe
File 633:Phil.Inquirer 1983-2009/Jun 10
(c) 2009 Philadelphia Newspapers Inc
File 638:Newsday/New York Newsday 1987-2009/Jun 10
(c) 2009 Newsday Inc.
File 640:San Francisco Chronicle 1988-2009/Jun 07
(c) 2009 Chronicle Publ. Co.
File 641:Rocky Mountain News Jun 1989-2009/Jan 16
(c) 2009 Scripps Howard News
File 702:Miami Herald 1983-2009/Jun 10
(c) 2009 The Miami Herald Publishing Co.
File 703:USA Today 1989-2009/Jun 09
(c) 2009 USA Today
File 704:(Portland)The Oregonian 1989-2009/Jun 09
(c) 2009 The Oregonian
File 713:Atlanta J/Const. 1989-2009/Mar 08
(c) 2009 Atlanta Newspapers
File 714:(Baltimore) The Sun 1990-2009/Jun 07
(c) 2009 Baltimore Sun
File 715:Christian Sci.Mon. 1989-2009/JUN 09
(c) 2009 Christian Science Monitor
File 725:(Cleveland)Plain Dealer Aug 1991-2009/Jun 09
(c) 2009 The Plain Dealer
File 735:St. Petersburg Times 1989- 2009/May 22
(c) 2009 St. Petersburg Times

? ds

Set Items Description

S1 775512 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR
REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N
OR SALES() (MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR
SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S2 126659 AUTOMAT?? OR COMPUTER? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??() INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON() LINE

S3 775512 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES() (MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPeOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S4 315503 NEGO?IAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???

S5 508946 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINAL? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S6 398017 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR AGREEMENT OR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT OR ARRANGEMENTS

S7 6143 S2(3N)S3

S8 1378 S4(10N)(S5(3N)S6)

S9 7 S7(S)S8

S10 8763 S2(5N)S3

S11 2401 S4(15N)(S5(5N)S6)

S12 15 S10(S)S11

S13 162 S6(10N)(S4 OR S5)(10N)S7

S14 106 S6(7N)(S4 OR S5)(7N)S7

S15 115 S9 OR S12 OR S14

S16 56 S15 NOT (PY> 2000 OR PD= 20000701:20001231)

S17 55 RD (unique items)

17/6/1 (Item 1 from file: 387)

DIALOG(R) File 387: The Denver Post

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01023449 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Sales of Ramsey book disappoint Local outlets report low turnover; business better for 'Net retailer

Saturday , March 18, 2000

Word Count: 567

17/6/2 (Item 2 from file: 387)
DIALOG(R)File 387: The Denver Post
(c) 2009 Denver Post. All rights reserved.

00692350 (USE FORMAT 7 OR 9 FOR FULLTEXT)

TECH BRIEFS

Monday , October 6, 1997

Word Count: 490

17/6/3 (Item 3 from file: 387)
DIALOG(R)File 387: The Denver Post
(c) 2009 Denver Post. All rights reserved.

00689159 (USE FORMAT 7 OR 9 FOR FULLTEXT)

N.Y. Times irks some booksellers by linking with Barnes & Noble

Monday , September 8, 1997

Word Count: 500

17/6/4 (Item 1 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

04011452 662305000609

INSIDE ART; Sotheby's Plans Web Auction

Friday June 9 2000

Word Count: 984

17/6/5 (Item 2 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

04010896 483907000607

BUSINESS TO BUSINESS; Sales? The Internet Will Handle That. Let's Talk Solutions.

Wednesday June 7 2000

Word Count: 1273

17/6/6 (Item 3 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

04001888 120790000507

So Far, Big Brother Isn't Big Business; At Web's Rear Window, Marketers in No Rush To Mine Private Data

Sunday May 7 2000

Word Count: 3905

17/6/7 (Item 4 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

(c) 2009 The New York Times. All rights reserved.

03994637 749559000413

Cautionary Tale; The Perpetual Next Big Thing

Thursday April 13 2000

Word Count: 602

17/6/8 (Item 5 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

(c) 2009 The New York Times. All rights reserved.

03835516 474665981023

2 Top Internet Music Sellers Make an Agreement to Merge

Friday October 23 1998

Word Count: 472

17/6/9 (Item 6 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

(c) 2009 The New York Times. All rights reserved.

03728721 646687971017

AUTOS ON FRIDAY/ Owning and Leasing; Daewoo's British Trick: Making Dealers Vanish

Friday October 17 1997

Word Count: 734

17/6/10 (Item 7 from file: 471)

DIALOG(R)File 471: New York Times Fulltext

(c) 2009 The New York Times. All rights reserved.

03728413 462551971016

Few Buy Autos on the Web, but Many Start Their Research There

Thursday October 16 1997

Word Count: 1426

17/6/11 (Item 8 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

03152383 630535960804
WEDDINGS; Susan D. Evans, John C. Bohan
Sunday August 4 1996
Word Count: 171

17/6/12 (Item 9 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

02825725 750603940412
Junk Bond Quotes Begin On Nasdaq
Tuesday April 12 1994
Word Count: 420

17/6/13 (Item 10 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

00861548 243687840617
CHILDREN'S BOOKS; A NEW CYCLE IN 'YA' BOOKS
Sunday June 17 1984
Word Count: 1699

17/6/14 (Item 1 from file: 492)
DIALOG(R)File 492: Arizona Repub/Phoenix Gaz
(c) 2002 Phoenix Newspapers. All rights reserved.

10647216

REALTY FIRMS HARNESS INTERNET
Friday, May 26, 2000
Word Count: 313

17/6/15 (Item 2 from file: 492)
DIALOG(R)File 492: Arizona Repub/Phoenix Gaz
(c) 2002 Phoenix Newspapers. All rights reserved.

09554053

AUTO DEALERS FIND POTHOLE ON THE INFO SUPERHIGHWAY INDUSTRY

STRUGGLES FOR BEST ROAD

Monday, February 23, 1998

Word Count: 1,382

17/6/16 (Item 3 from file: 492)

DIALOG(R)File 492: Arizona Repub/Phoenix Gaz

(c) 2002 Phoenix Newspapers. All rights reserved.

08187038

SERVICE IDEALS SEPARATE SALES PROS FROM ACTORS

THURSDAY, July 6, 1995

Word Count: 549

17/6/17 (Item 1 from file: 494)

DIALOG(R)File 494: St LouisPost-Dispatch

(c) 2009 St Louis Post-Dispatch. All rights reserved.

10148022

MORNING BRIEFING

Friday, May 28, 1999

Word Count: 642

17/6/18 (Item 2 from file: 494)

DIALOG(R)File 494: St LouisPost-Dispatch

(c) 2009 St Louis Post-Dispatch. All rights reserved.

10134150

GOP AGREES TO CONTROLS ON SALES AT GUN SHOWS SENATE SUPPORTS BAN ON JUVENILE POSSESSION OF SEMI AUTOMATIC WEAPONS

Friday, May 14, 1999

Word Count: 764

17/6/19 (Item 3 from file: 494)

DIALOG(R)File 494: St LouisPost-Dispatch

(c) 2009 St Louis Post-Dispatch. All rights reserved.

09190030

NEW TECHNOLOGY SERVICES OFFERED THREE FIRMS HERE COLLABORATE ON 'NET

Wednesday, July 9, 1997

Word Count: 722

17/6/20 (Item 4 from file: 494)
DIALOG(R) File 494: St LouisPost-Dispatch
(c) 2009 St Louis Post-Dispatch. All rights reserved.

04581709

**TAKING HEART IN TECHNOLOGY THE COST OF HIGH-TECH ARE SOURING, BUT
MORE LIVES ARE BEING SAVED**

SATURDAY December 17, 1988

Word Count: 1,532

17/6/21 (Item 5 from file: 494)
DIALOG(R) File 494: St LouisPost-Dispatch
(c) 2009 St Louis Post-Dispatch. All rights reserved.

04506892

THIS WEEK IN ST. LOUIS BUSINESS CONVENTIONS

MONDAY February 1, 1988

Word Count: 567

17/6/22 (Item 1 from file: 631)
DIALOG(R) File 631: Boston Globe
(c) 2009 Boston Globe. All rights reserved.

09735213

**FSBO -- THE OTHER WAY TO SELL SOME OWNERS CHOOSE TO GO IT ALONE,
EVEN THOUGH TRADITIONAL BROKERS FEEL THEY ARE MISGUIDED**

SUNDAY, August 23, 1998

Word Count: 1,953

17/6/23 (Item 2 from file: 631)
DIALOG(R) File 631: Boston Globe
(c) 2009 Boston Globe. All rights reserved.

07544096

**CAN THIS STOCK EXCHANGE BE SAVED? NEW CHAIRMAN OF THE AMERICAN,
RICHARD F. SYRON, HAS A TOUGH ROW TO HOE**

SUNDAY, February 13, 1994

Word Count: 1,166

17/6/24 (Item 1 from file: 633)
DIALOG(R)File 633: Phil.Inquirer
(c) 2009 Philadelphia Newspapers Inc. All rights reserved.

10313149

PNC'S O'BRIEN UNDAUNTED BY GLOBAL BANKS

Tuesday, November 9, 1999

Word Count: 727

17/6/25 (Item 2 from file: 633)
DIALOG(R)File 633: Phil.Inquirer
(c) 2009 Philadelphia Newspapers Inc. All rights reserved.

10283103

**MORE NEW-CAR BUYERS TAKING A SPIN ON THE WEB AUTO DEALERS ARE
INSTALLING WEB KIOSKS AND HIRING "INTERNET MANAGERS." INTERNET
START-UP COMPANIES ARE BUYING DEALERSHIPS. ARE THE DAYS OF THE
SHOWROOM NUMBERED?**

Sunday, October 10, 1999

Word Count: 1,415

17/6/26 (Item 3 from file: 633)
DIALOG(R)File 633: Phil.Inquirer
(c) 2009 Philadelphia Newspapers Inc. All rights reserved.

09599128

BUSINESS NEWS IN BRIEF

Thursday, April 9, 1998

Word Count: 1,374

17/6/27 (Item 4 from file: 633)
DIALOG(R)File 633: Phil.Inquirer
(c) 2009 Philadelphia Newspapers Inc. All rights reserved.

04575275

CARDIOLOGY ADVANCES COME AT HIGH COST

SUNDAY November 20, 1988

Word Count: 1,679

17/6/28 (Item 1 from file: 638)
DIALOG(R)File 638: Newsday/New York Newsday
(c) 2009 Newsday Inc. All rights reserved.

10656082

Top 100 / New Organizations, New Stresses

Sunday June 4, 2000

Word Count: 3,047

17/6/29 (Item 2 from file: 638)
DIALOG(R)File 638: Newsday/New York Newsday
(c) 2009 Newsday Inc. All rights reserved.

10076053

Success Is Music To Entrepreneur's Ears / Jon Diamond fulfills dream with merger of N2K Inc., CDnow

Wednesday March 17, 1999

Word Count: 932

17/6/30 (Item 1 from file: 640)
DIALOG(R)File 640: San Francisco Chronicle
(c) 2009 Chronicle Publ. Co. All rights reserved.

10251101

USED-CAR SHOPPING TRAFFIC IS PICKING UP ON INTERNET

WEDNESDAY, September 8, 1999

Word Count: 644

17/6/31 (Item 2 from file: 640)
DIALOG(R)File 640: San Francisco Chronicle
(c) 2009 Chronicle Publ. Co. All rights reserved.

10014091

PERSONAL TECHNOLOGY RISE OF THE ONLINE MIDDLEMEN ESCROW SERVICES IN DEMAND AS NET AUCTION SITES PROLIFERATE

THURSDAY, January 14, 1999

Word Count: 1,196

17/6/32 (Item 3 from file: 640)
DIALOG(R)File 640: San Francisco Chronicle

(c) 2009 Chronicle Publ. Co. All rights reserved.

09849062

LETTERS TO DATEBOOK

TUESDAY, December 15, 1998

Word Count: 1,347

17/6/33 (Item 4 from file: 640)

DIALOG(R)File 640: San Francisco Chronicle

(c) 2009 Chronicle Publ. Co. All rights reserved.

09122056

CASHING IN ON THE NET COMPANIES ARE FINALLY STARTING TO MAKE MONEY

FRIDAY, May 2, 1997

Word Count: 1,151

17/6/34 (Item 5 from file: 640)

DIALOG(R)File 640: San Francisco Chronicle

(c) 2009 Chronicle Publ. Co. All rights reserved.

07798011

INTERNET ADVERTISING MAY NOT PAY STUDY FINDS USERS HAVE MORE TIME THAN MONEY

TUESDAY, October 25, 1994

Word Count: 948

17/6/35 (Item 1 from file: 641)

DIALOG(R)File 641: Rocky Mountain News

(c) 2009 Scripps Howard News. All rights reserved.

10220102

MOVIE'S FICTIONAL SALON, ONE IN DENVER CUT FROM SAME CLOTH

Sunday, August 8, 1999

Word Count: 353

17/6/36 (Item 1 from file: 702)

DIALOG(R)File 702: Miami Herald

(c) 2009 The Miami Herald Publishing Co. All rights reserved.

10200116

FORK IN THE ROAD

Monday, July 19, 1999

Word Count: 2,116

17/6/37 (Item 2 from file: 702)

DIALOG(R) File 702: Miami Herald

(c) 2009 The Miami Herald Publishing Co. All rights reserved.

07601154

YOU CAN PROFIT FROM TAX-DEFERRED INSTALLMENT SALES

SUN April 3, 1994

Word Count: 579

17/6/38 (Item 1 from file: 703)

DIALOG(R) File 703: USA Today

(c) 2009 USA Today. All rights reserved.

08684355

Attention shoppers: Anyone want a job?

MONDAY November 22,

Word Count: 443

17/6/39 (Item 2 from file: 703)

DIALOG(R) File 703: USA Today

(c) 2009 USA Today. All rights reserved.

08676339

Car-buying sites on Net take turn for best

FRIDAY THROUGH SUNDAY September 03,

Word Count: 400

17/6/40 (Item 3 from file: 703)

DIALOG(R) File 703: USA Today

(c) 2009 USA Today. All rights reserved.

08649404

New universe forming as business between businesses explodes

MONDAY November 16, 1998

Word Count: 1502

17/6/41 (Item 4 from file: 703)
DIALOG(R)File 703: USA Today
(c) 2009 USA Today. All rights reserved.

08576004

BOEING SOARS
WEDNESDAY August 28, 1996
Word Count: 473

17/6/42 (Item 1 from file: 704)
DIALOG(R)File 704: (Portland)The Oregonian
(c) 2009 The Oregonian. All rights reserved.

10662001

SOTHEBY'S HOPES ONLINE AUCTION WILL ATTRACT NEW BUYERS
Saturday, June 10, 2000
Word Count: 150

17/6/43 (Item 2 from file: 704)
DIALOG(R)File 704: (Portland)The Oregonian
(c) 2009 The Oregonian. All rights reserved.

10354092

WEB GIVES FRESH LIFE TO RETAILERS
Monday, December 20, 1999
Word Count: 110

17/6/44 (Item 3 from file: 704)
DIALOG(R)File 704: (Portland)The Oregonian
(c) 2009 The Oregonian. All rights reserved.

10277174

TECH NOTES INTEL CORP. LICENSED TECHNOLOGY TO EFUSION
Monday, October 4, 1999
Word Count: 405

17/6/45 (Item 4 from file: 704)
DIALOG(R)File 704: (Portland)The Oregonian
(c) 2009 The Oregonian. All rights reserved.

10202035

RESPOND2 INC. COMBINES TV, WEB MARKETING

Wednesday, July 21, 1999

Word Count: 232

17/6/46 (Item 5 from file: 704)

DIALOG(R)File 704: (Portland)The Oregonian

(c) 2009 The Oregonian. All rights reserved.

10051168

SUPER HIGHWAY INFORMATION

Monday, February 22, 1999

Word Count: 1,538

17/6/47 (Item 6 from file: 704)

DIALOG(R)File 704: (Portland)The Oregonian

(c) 2009 The Oregonian. All rights reserved.

09834090

J.STREAM: A NEW CHAPTER IN ONLINE BOOKS

Monday, November 30, 1998

Word Count: 1,141

17/6/48 (Item 7 from file: 704)

DIALOG(R)File 704: (Portland)The Oregonian

(c) 2009 The Oregonian. All rights reserved.

09107084

CHROME DATA FINDS NICHE WITH AUTO INDUSTRY

THURSDAY, April 17, 1997

Word Count: 592

17/6/49 (Item 1 from file: 713)

DIALOG(R)File 713: Atlanta J/Const.

(c) 2009 Atlanta Newspapers. All rights reserved.

10585050

DAILY BRIEFING

Saturday, March 25, 2000

Word Count: 2,657

17/6/50 (Item 2 from file: 713)
DIALOG(R)File 713: Atlanta J/Const.
(c) 2009 Atlanta Newspapers. All rights reserved.

10262114

**BUYING, SELLING, STEALING HISTORY: ONLINE BIDDING: A NEW DEMAND ON
SAME SUPPLY**

Sunday, September 19, 1999

Word Count: 1,751

17/6/51 (Item 3 from file: 713)
DIALOG(R)File 713: Atlanta J/Const.
(c) 2009 Atlanta Newspapers. All rights reserved.

10203019

**PLAYING FOR KEEPS SOUND TALENT OF AN EXPERT CAN BRING A PIANO BACK
COVER STORY**

Thursday, July 22, 1999

Word Count: 2,141

17/6/52 (Item 4 from file: 713)
DIALOG(R)File 713: Atlanta J/Const.
(c) 2009 Atlanta Newspapers. All rights reserved.

10094097

**JUST THE FAQs, MA'AM CHATTERBOT SOFTWARE PUTS A HUMAN FACE ON WEB
CUSTOMER SERVICE.**

Sunday, April 4, 1999

Word Count: 959

17/6/53 (Item 1 from file: 714)
DIALOG(R)File 714: (Baltimore) The Sun
(c) 2009 Baltimore Sun. All rights reserved.

10566089

**Why not on Sunday?; Blue law: Legislators need to remove remaining restriction
on seven-day car sales in all counties.**

Monday March 6, 2000

Word Count: 279

17/6/54 (Item 1 from file: 735)
DIALOG(R)File 735: St. Petersburg Times
(c) 2009 St. Petersburg Times. All rights reserved.

10501024

THE PAYMENT PLAN

SATURDAY January 1, 2000

Word Count: 1,164

17/6/55 (Item 2 from file: 735)
DIALOG(R)File 735: St. Petersburg Times
(c) 2009 St. Petersburg Times. All rights reserved.

08584141

ANNIVERSARIES

SUNDAY March 24, 1996

Word Count: 555

17/3,K/2 (Item 2 from file: 387)
DIALOG(R)File 387: The Denver Post
(c) 2009 Denver Post. All rights reserved.

00692350 (USE FORMAT 7 OR 9 FOR FULLTEXT)

TECH BRIEFS

Denver Post , MON1 ED , p E-03
Monday , October 6, 1997

Document Type: NEWSPAPER; **BRIEFS Language:** ENGLISH

Record Type: FULLTEXT **Section Heading:** BUSINESS

Word Count: 490

Text:

...Web-based system. From kiosks, customers can link to sales or service agents through video **conferencing**. Through the Internet, customers can see their account information, **discuss** and make changes to accounts, **complete sales** orders, or fill out applications with the help of a "face-to-face" **company representative**.

EPOCH INTERNET OPENS DENVER BRANCH: Epoch Internet, a first-tier Internet solutions provider, has opened a new...

17/3,K/7 (Item 4 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

03994637 **NYT Sequence Number:** 749559000413 (USE FORMAT 7 FOR FULLTEXT)

Cautionary Tale; The Perpetual Next Big Thing

LISA GUERNSEY

New York Times , Late Edition - Final ED , Col 05 , p 8
Thursday April 13 2000

Document Type: Newspaper **Language:** English

Record Type: Fulltext **Section Heading:** SECTG

Word Count: 602

...for example, said he could imagine a popular version of the videophone that would let **online** shoppers **talk** to **sales representatives** who could show them products. And Alan I. Marcus, a professor at Iowa State University...

17/3,K/9 (Item 6 from file: 471)
DIALOG(R)File 471: New York Times Fulltext
(c) 2009 The New York Times. All rights reserved.

03728721 **NYT Sequence Number:** 646687971017 (USE FORMAT 7 FOR FULLTEXT)

AUTOS ON FRIDAY/ Owning and Leasing; Daewoo's British Trick: Making Dealers Vanish

MICHELLE KREBS

New York Times , Late Edition - Final ED , Col 01 , p 1

Friday October 17 1997

Document Type: Newspaper **Language:** English

Record Type: Fulltext **Section Heading:** SECTF

Word Count: 734

NYT Sequence Number: (USE FORMAT 7 FOR FULLTEXT)

Text:

CD-ROM no-**dicker** stickers to mega-car marts to digital **deals** on the **Internet**, car **sellers** are experimenting with techniques that may hold promise for a future where only one thing...

17/3,K/14 (Item 1 from file: 492)

DIALOG(R)File 492: Arizona Repub/Phoenix Gaz

(c) 2002 Phoenix Newspapers. All rights reserved.

10647216

REALTY FIRMS HARNESS INTERNET

Arizona (AR) - Friday, May 26, 2000

By: Jane Larson, The Arizona Republic

Edition: Final Chaser **Section:** Business & Money **Page:** D1

Word Count: 313

...Home Sale site. Agents and their clients can search for properties, take virtual tours and **make** offers and counteroffers **online**.

Buyers and **sellers** must work with agents, and offers on e-Home

Sale properties would have to be made online, Hickey said.

17/3,K/19 (Item 3 from file: 494)

DIALOG(R)File 494: St LouisPost-Dispatch

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09190030

NEW TECHNOLOGY SERVICES OFFERED THREE FIRMS HERE COLLABORATE ON 'NET

St. Louis Post Dispatch (SL) - Wednesday, July 9, 1997

By: Virginia Baldwin Hick

Of The Post-Dispatch Staff

Edition: FIVE STAR LIFT **Section:** BUSINESS **Page:** 01C

Word Count: 722

...also envision products being sold to auto dealers, for instance, so that visitors to a **dealer's Web** site could pick out their dream

car - **make**, model, options, color - and then click a button to **talk** to a **salesperson** right **online** to **make a deal**.

17/3,K/25 (Item 2 from file: 633)

DIALOG(R)File 633: Phil.Inquirer

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10283103

MORE NEW-CAR BUYERS TAKING A SPIN ON THE WEB AUTO DEALERS ARE INSTALLING WEB KIOSKS AND HIRING "INTERNET MANAGERS." INTERNET START-UP COMPANIES ARE BUYING DEALERSHIPS. ARE THE DAYS OF THE SHOWROOM NUMBERED?

Philadelphia Inquirer (PI) - Sunday, October 10, 1999

By: Reid Kanaley, INQUIRER STAFF WRITER

Edition: D **Section:** BUSINESS **Page:** E01

Word Count: 1,415

...will research 50 percent of new-car purchases online, and that 470,000 households will **close** a new-car **deal** with an **online seller**.

17/3,K/26 (Item 3 from file: 633)

DIALOG(R)File 633: Phil.Inquirer

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09599128

BUSINESS NEWS IN BRIEF

Philadelphia Inquirer (PI) - Thursday, April 9, 1998

Edition: SF **Section:** BUSINESS **Page:** D03

Word Count: 1,374

...Technology Management Division of Systems & Computer Technology Corp., Malvern, signed a five-year, \$9 million **agreement** with Mercy College, New York, for the management of its information technology operations. . . . Jenkintown **Web** music **seller** CDnow Inc. signed a \$5.5 million **deal** to **make** it the exclusive music retailer for Lycos Bertelsmann, the European affiliate of Internet search company...

17/3,K/30 (Item 1 from file: 640)

DIALOG(R)File 640: San Francisco Chronicle

(c) 2009 Chronicle Publ. Co. All rights reserved.

10251101

USED-CAR SHOPPING TRAFFIC IS PICKING UP ON INTERNET

San Francisco Chronicle (SF) - WEDNESDAY, September 8, 1999

By: Peter Sinton, Chronicle Senior Writer
Edition: FINAL **Section:** BUSINESS **Page:** D3
Word Count: 644

Consumers should realize that local **dealers** pay cash to **online** services to advertise their cars and **make sales**.

17/3,K/36 (Item 1 from file: 702)
DIALOG(R)File 702: Miami Herald
(c) 2009 The Miami Herald Publishing Co. All rights reserved.

10200116

FORK IN THE ROAD

Miami Herald (MH) - Monday, July 19, 1999
By: HARRIET JOHNSON BRACKEY, Herald Business Writer
Edition: Final **Section:** Business Monday **Page:** 16BM
Word Count: 2,116

In the typical auto showroom, you'll find old-style **negotiators** wary of the **I n t e r n e t** and no-**haggle sellers**. Almost half the **sales** force quits in a year and about a third of the customers arrive in an...

17/3,K/39 (Item 2 from file: 703)
DIALOG(R)File 703: USA Today
(c) 2009 USA Today. All rights reserved.

08676339

Car-buying sites on Net take turn for best

USA TODAY (US) - FRIDAY THROUGH SUNDAY September 03,
By: James R. Healey
Edition: FINAL **Section:** MONEY **Page:** 01B
Word Count: 400

...and paying for the vehicle. CarsDirect, in most states, even handles delivery and payment, eliminating **dealer** contact.

Typically, **I n t e r n e t** services refer you to a dealer to **negotiate** the **sale**. Dealers pay the services for prospects.

17/3,K/52 (Item 4 from file: 713)
DIALOG(R)File 713: Atlanta J/Const.
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10094097

JUST THE FAQs, MA'AM CHATTERBOT SOFTWARE PUTS A HUMAN FACE ON WEB

CUSTOMER SERVICE.

Atlanta Journal-CONSTITUTION (AJ-CONSTITUTION) - Sunday, April 4, 1999

By: Mark Clothier; Staff

Edition: Home **Section:** Personal Technology **Page:** P1

Word Count: 959

...to be especially useful. The conversations they're capable of are more geared toward information, **virtual sales reps** that can **talk** about a product. We still don't have a computer you can just tell things...

Full text NPL files - 3

? show files

File 477:Irish Times 1999-2009/Jun 10

(c) 2009 Irish Times

File 710:Times/Sun.Times(London) Jun 1988-2009/Jun 10

(c) 2009 Times Newspapers

File 711:Independent(London) Sep 1988-2006/Dec 12

(c) 2006 Newspaper Publ. PLC

File 756:Daily/Sunday Telegraph 2000-2009/Jun 10

(c) 2009 Telegraph Group

File 757:Mirror Publications/Independent Newspapers 2000-2009/Jun 10

(c) 2009

? ds

Set Items Description

S1 204384 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPeOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S2 29302 AUTOMAT?? OR COMPUTER? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??()INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON()LINE

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S4 70689 NEGOTIAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???

S5 126299 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINAL? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S6 97982 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR AGREEMENTOR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT OR ARRANGEMENTS

S7 1391 S2(3N)S3

S8 233 S4(10N)(S5(3N)S6)

S9 0 S7(S)S8
S10 43 S6(10N)(S4 OR S5)(10N)S7
S11 13 S10 NOT (PY>2000 OR PD=20000701:20001231)
S12 13 RD (unique items)

12/6/1 (Item 1 from file: 477)
DIALOG(R)File 477: Irish Times
(c) 2009 Irish Times. All rights reserved.

00234599 00042800195 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Building a nest-egg from chickens online
Two Costa Rican businessmen plan to pluck more than just paltry profits from Internet poultry distribution
Friday , April 28, 2000
Word Count: 756

12/6/2 (Item 1 from file: 710)
DIALOG(R)File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

14170401
FAREWELL TO PATIENCE, IT'S TIME TO GET BUYING;CAR CLINIC;MOTORING
Sunday, June 18, 2000
Word Count: 775

12/6/3 (Item 2 from file: 710)
DIALOG(R)File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

14146160
THE NUDE ECONOMY IS STRIPPED FOR ACTION;THE CHANGING BUSINESS;MANAGEMENT EXECUTIVE
Thursday, May 25, 2000
Word Count: 1,184

12/6/4 (Item 3 from file: 710)
DIALOG(R)File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

14117068
PLAYING FOOTsie WITH THE MARKET;EASY MONEY
Wednesday, April 26, 2000
Word Count: 1,000

12/6/5 (Item 4 from file: 710)
DIALOG(R) File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

14114009

KIA DRIVES DOWN PRICES BY SELLING CARS DIRECT

Sunday, April 23, 2000

Word Count: 414

12/6/6 (Item 5 from file: 710)
DIALOG(R) File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

14029149

A WEALTH OF ARTY FACTS;THE WORD ON THE WEB;E-BUSINESS SATURDAY

Saturday, January 29, 2000

Word Count: 338

12/6/7 (Item 6 from file: 710)
DIALOG(R) File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

13783216

WINDOW SHOPPING ON THE INTERNET;PROPERTY

Sunday, October 10, 1999

Word Count: 457

12/6/8 (Item 7 from file: 710)
DIALOG(R) File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

13584215

GATES SALES DRIVE TARGETS SMALL UK FIRMS;THE ICE BOX

Thursday, March 25, 1999

Word Count: 791

12/6/9 (Item 8 from file: 710)
DIALOG(R) File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

05701178

NATWEST SLIPS AS BROKER CUTS PROFIT FORECAST AGAIN; STOCK MARKET

Saturday June 16, 1990

Word Count: 793

12/6/10 (Item 1 from file: 711)
DIALOG(R) File 711: Independent(London)
(c) 2006 Newspaper Publ. PLC. All rights reserved.

10525048

MARKET REPORT: ASHTEAD GIVEN A LIFT BY WHISPERS THAT A BID IS IMMINENT

Tuesday, January 25, 2000

Word Count: 1,211

12/6/11 (Item 2 from file: 711)
DIALOG(R) File 711: Independent(London)
(c) 2006 Newspaper Publ. PLC. All rights reserved.

10509127

THE SWAG AND BONE MEN

Sunday, January 9, 2000

Word Count: 3,372

12/6/12 (Item 3 from file: 711)
DIALOG(R) File 711: Independent(London)
(c) 2006 Newspaper Publ. PLC. All rights reserved.

05732019

SCIENCE / We're talking about a revolution: We may rue the day machines learnt to talk. Tony Collins on the computers that mimic human speech processes

Sunday, August 19, 1990

Word Count: 1,642

12/6/13 (Item 4 from file: 711)
DIALOG(R) File 711: Independent(London)
(c) 2006 Newspaper Publ. PLC. All rights reserved.

05222175

Market Report: Reuters hits headlines on Internet rumours

Tuesday, August 10, 1999

Word Count: 1,135

12/3,K/5 (Item 4 from file: 710)
DIALOG(R) File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

14114009

KIA DRIVES DOWN PRICES BY SELLING CARS DIRECT

Times of London (TL) - Sunday, April 23, 2000

By: David Sumner Smith

Section: Features

Word Count: 414

"The future lies in providing new channels to market. We are **speaking** to three other car importers with market shares of 2% or less about providing similar direct **sales** services."

The motor industry will watch KiaDirect closely. Manufacturers and **dealers** are worried by **online** car **sales** initiatives such as Virgin Cars, Totalise and OneSwoop.com and are looking closely at direct **sales** as a means of reducing the costs of car sales through traditional dealerships.

12/3,K/6 (Item 5 from file: 710)
DIALOG(R) File 710: Times/Sun.Times(London)
(c) 2009 Times Newspapers. All rights reserved.

14029149

A WEALTH OF ARTY FACTS;THE WORD ON THE WEB;E-BUSINESS SATURDAY

Times of London (TL) - Saturday, January 29, 2000

By: Chris Ayres

Section: Business

Word Count: 338

Text:

...who bought Britain's Macmillan publishing group five years ago, is set to become an **online** art **dealer**.

He will **make** the move through a **deal** with artnet.com, one of the many rapidly growing Internet auction houses that specialise in...

12/3,K/12 (Item 3 from file: 711)
DIALOG(R) File 711: Independent(London)
(c) 2006 Newspaper Publ. PLC. All rights reserved.

05732019

SCIENCE / We're talking about a revolution: We may rue the day machines learnt to talk. Tony Collins on the computers that mimic human speech processes
Independent (IN) - Sunday, August 19, 1990

By: TONY COLLINS on Sunday

Section: The Sunday Review **Page:** 38

Word Count: 1,642

...seats and theatre tickets is much quicker and simpler than in pre-computer days. But **talking** computers open up a less agreeable dimension. A **computerised sales representative** is impervious to the most intemperate language. Nor does it have a sense of embarrassment...

Full text NPL files - 4

? show files

File 634:San Jose Mercury Jun 1985-2009/Jun 09
(c) 2009 San Jose Mercury News
File 610:Business Wire 1999-2009/Jun 10
(c) 2009 Business Wire.
File 613:PR Newswire 1999-2009/Jun 10
(c) 2009 PR Newswire Association Inc
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc
File 996:Newsroom 2000-2003
(c) 2008 Dialog
File 75:TGG Management Contents(R) 86-2009/May W2
(c) 2009 Gale/Cengage
File 56:Computer and Information Systems Abstracts 1966-2009/Jun
(c) 2009 CSA.

? ds

Set Items Description

S1 1725579 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPeople OR SELLER OR SELLERS OR DEALER OR DEALERS

S2 645849 AUTOMAT?? OR COMPUTERI? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??()INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON()LINE

S3 1725579 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPeople OR SELLER OR SELLERS OR DEALER OR DEALERS

S4 585037 NEGOTIAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???

S5 1159092 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINALI? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S6 1052834 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR
AGREEMENTOR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT
OR ARRANGEMENTS

S7 42073 S2(3N)S3
S8 5437 S4(10N)(S5(3N)S6)
S9 41 S7(S)S8
S10 9 S9 NOT (PY> 2000 OR PD= 20000701:20001231)
S11 7 RD (unique items)

11/6/1 (Item 1 from file: 610)
DIALOG(R)File 610: Business Wire
(c) 2009 Business Wire. All rights reserved.

00136217 19991109313B1761 (USE FORMAT 7 FOR FULLTEXT)
**ADP, Newgen Results Partner To Provide Auto Retailers e-CRM Services; E-
business Strategy Will Help Dealerships Increase Profits**
Tuesday , November 9, 1999 22:01 EST
Word Count: 407

11/6/2 (Item 2 from file: 610)
DIALOG(R)File 610: Business Wire
(c) 2009 Business Wire. All rights reserved.

00106129 19990920263B1326 (USE FORMAT 7 FOR FULLTEXT)
**Freightliner Chooses ADP To Develop Web-Based System; Sign Letter of Intent
for Freightliner's Next-Generation Dealer System**
Monday , September 20, 1999 10:55 EDT
Word Count: 606

11/6/3 (Item 1 from file: 613)
DIALOG(R)File 613: PR Newswire
(c) 2009 PR Newswire Association Inc. All rights reserved.

00347540 20000605MNM028 (USE FORMAT 7 FOR FULLTEXT)
**Outsell Names Bill Milon Vice President of Sales, Marketing & Customer
Development**
Monday , June 5, 2000 16:23 EDT
Word Count: 464

11/6/4 (Item 2 from file: 613)
DIALOG(R)File 613: PR Newswire
(c) 2009 PR Newswire Association Inc. All rights reserved.

00339151 20000522HSM001 (USE FORMAT 7 FOR FULLTEXT)
Outsell Names Sergey Tolkachev Chief Technical Officer
Monday , May 22, 2000 09:01 EDT
Word Count: 454

11/6/5 (Item 1 from file: 813)
DIALOG(R)File 813: PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.

1364154 NEM003
WisdomWare, Inc. Chosen for Red Herring's Venture Market East
Date: October 26, 1998
Word Count: 416

11/6/6 (Item 1 from file: 996)
DIALOG(R)File 996: Newsroom 2000-2003
(c) 2008 Dialog. All rights reserved.

0085523877 153C0RA4
Biz-To-Biz Buzz Asia Pacific.(News Briefs)
Newsbytes PM
Tuesday , June 13, 2000
Word Count: 576

11/6/7 (Item 2 from file: 996)
DIALOG(R)File 996: Newsroom 2000-2003
(c) 2008 Dialog. All rights reserved.

0085507369 153C0768
Biz-To-Biz Buzz Asia Pacific
NEWSBYTES
Tuesday , June 13, 2000
Word Count: 571

11/3,K/5 (Item 1 from file: 813)
DIALOG(R)File 813: PR Newswire
(c) 1999 PR Newswire Association Inc. All rights reserved.

1364154 NEM003

WisdomWare, Inc. Chosen for Red Herring's Venture Market East

Date: October 26, 1998 10:15 EST **Word Count:** 416

Correction:

... At the conference, Bob Schmonsees, founder and CEO of WisdomWare, Inc. will **discuss** the company's business strategy, including its recent **sales** successes and **implementations** of its flagship software product, WisdomWare Sales Coaching(TM). This revolutionary new sales call optimization application acts like a virtual sales coach for business-to-business **salespeople** delivering **interactive** call planning assistance, "just-in-time" best sales practices, and key marketing messages to help...

Full text NPL files - 5

? show files

File 9:Business & Industry(R) Jul/1994-2009/Jun 09
(c) 2009 Gale/Cengage
File 13:BAMP 2009/Jun 09
(c) 2009 Gale/Cengage
File 15:ABI/Inform(R) 1971-2009/Jun 09
(c) 2009 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2009/May 19
(c) 2009 Gale/Cengage
File 47:Gale Group Magazine DB(TM) 1959-2009/May 29
(c) 2009 Gale/Cengage
File 148:Gale Group Trade & Industry DB 1976-2009/May 26
(c) 2009 Gale/Cengage
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2009/May 13
(c) 2009 Gale/Cengage

? ds

Set Items Description

S1 2426916 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPeople OR SELLER OR SELLERS OR DEALER OR DEALERS

S2 1121453 AUTOMAT?? OR COMPUTER! ? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??()INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON()LINE

S3 2426916 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPeople OR SELLER OR SELLERS OR DEALER OR DEALERS

S4 979613 NEGO?IAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???

S5 1593399 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINAL? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S6 1823220 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR
AGREEMENTOR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT
OR ARRANGEMENTS

S7 59756 S2(3N)S3
S8 10238 S4(10N)(S5(3N)S6)
S9 71 S7(S)S8
S10 23 S9 NOT (PY> 2000 OR PD= 20000701:20001231)
S11 17 RD (unique items)

11/6/1 (Item 1 from file: 9)
DIALOG(R)File 9: Business & Industry(R)
(c) 2009 Gale/Cengage. All rights reserved.

01323606 Supplier Number: 23959022 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**THREE ST. LOUIS, MO., TECHNOLOGY COMPANIES TO OFFER INTERNET-BASED
PRODUCTS**
July 09, 1997
Word Count: 667

11/6/2 (Item 1 from file: 13)
DIALOG(R)File 13: BAMP
(c) 2009 Gale/Cengage. All rights reserved.

00620421 24697255 2067811 (Use Format 7 Or 9 For Fulltext)
Building Web Sites For The Financial Markets
July 1999
Word Count: 1967

11/6/3 (Item 2 from file: 13)
DIALOG(R)File 13: BAMP
(c) 2009 Gale/Cengage. All rights reserved.

00569117 24154286 1350615 (Use Format 7 Or 9 For Fulltext)
Internet Heralds Change
January 26, 1998
Word Count: 1772

11/6/4 (Item 1 from file: 15)
DIALOG(R)File 15: ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rights reserved.

01990749 50098359 ** USE FORMAT 7 OR 9 FOR FULL TEXT**
BrokerTec eyes NYMEX, BOTCC for clearing services

Mar 2000 **Length:** 1 Pages
Word Count: 618

11/6/5 (Item 2 from file: 15)
DIALOG(R)File 15: ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rights reserved.

01754584 04-05575 * **USE FORMAT 7 OR 9 FOR FULL TEXT** *
Internet Tax Freedom Act
Jan 1999 **Length:** 3 Pages
Word Count: 1661

11/6/6 (Item 3 from file: 15)
DIALOG(R)File 15: ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rights reserved.

01124443 97-73837 * **USE FORMAT 7 OR 9 FOR FULL TEXT** *
Interactive technology: Breathing new life into branches
Nov 1995 **Length:** 4 Pages
Word Count: 1951

11/6/7 (Item 1 from file: 16)
DIALOG(R)File 16: Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rights reserved.

07430253 **Supplier Number:** 62499477 (**USE FORMAT 7 FOR FULLTEXT**)
Outsell Names Bill Milon Vice President of Sales, Marketing & Customer Development.
June 5 , 2000
Word Count: 434

11/6/8 (Item 2 from file: 16)
DIALOG(R)File 16: Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rights reserved.

07426410 **Supplier Number:** 62438134 (**USE FORMAT 7 FOR FULLTEXT**)
Outsell Names Sergey Tolkachev Chief Technical Officer.
May 22 , 2000
Word Count: 442

11/6/9 (Item 3 from file: 16)
DIALOG(R)File 16: Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rights reserved.

06794383 Supplier Number: 57466423 (USE FORMAT 7 FOR FULLTEXT)
ADP, Newgen Results Partner To Provide Auto Retailers e-CRM Services; E-business Strategy Will Help Dealerships Increase Profits.

Nov 10 , 1999
Word Count: 374

11/6/10 (Item 4 from file: 16)
DIALOG(R)File 16: Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rights reserved.

06646309 Supplier Number: 55792091 (USE FORMAT 7 FOR FULLTEXT)
Freightliner Chooses ADP To Develop Web-Based System; Sign Letter of Intent for Freightliner's Next-Generation Dealer System.

Sept 20 , 1999
Word Count: 572

11/6/11 (Item 5 from file: 16)
DIALOG(R)File 16: Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rights reserved.

06568738 Supplier Number: 55468873 (USE FORMAT 7 FOR FULLTEXT)
Sky Alland Aligns with Oracle Corporation, Lucent Technologies and IMA, Create the First Total-Solution Service for E-Commerce Customer Care.

August 17 , 1999
Word Count: 1008

11/6/12 (Item 6 from file: 16)
DIALOG(R)File 16: Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rights reserved.

04057174 Supplier Number: 45903441 (USE FORMAT 7 FOR FULLTEXT)
Interactive Technology: Breathing New Life New Life Into Branches

Nov 1 , 1995
Word Count: 2014

11/6/13 (Item 1 from file: 148)
DIALOG(R)File 148: Gale Group Trade & Industry DB
(c) 2009 Gale/Cengage. All rights reserved.

10559107 Supplier Number: 53121364 (USE FORMAT 7 OR 9 FOR FULL TEXT)

WisdomWare, Inc. Chosen for Red Herring's Venture Market East.

Oct 26 , 1998

Word Count: 453 Line Count: 00043

11/6/14 (Item 2 from file: 148)

DIALOG(R)File 148: Gale Group Trade & Industry DB

(c) 2009 Gale/Cengage. All rights reserved.

09755172 Supplier Number: 19798030 (USE FORMAT 7 OR 9 FOR FULL TEXT)

October Market Engineering News: Frost & Sullivan's Web Newsletters

Sep 29 , 1997

Word Count: 862 Line Count: 00079

11/6/15 (Item 3 from file: 148)

DIALOG(R)File 148: Gale Group Trade & Industry DB

(c) 2009 Gale/Cengage. All rights reserved.

05540544 Supplier Number: 11596171 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Music & sound products (Buyers Guide)

Nov , 1991

Word Count: 99010 Line Count: 08464

11/6/16 (Item 1 from file: 275)

DIALOG(R)File 275: Gale Group Computer DB(TM)

(c) 2009 Gale/Cengage. All rights reserved.

02407908 Supplier Number: 62712362 (Use Format 7 Or 9 For FULL TEXT)

Biz-To-Biz Buzz Asia Pacific.(News Briefs)

June 13 , 2000

Word Count: 570 Line Count: 00053

11/6/17 (Item 2 from file: 275)

DIALOG(R)File 275: Gale Group Computer DB(TM)

(c) 2009 Gale/Cengage. All rights reserved.

01833244 Supplier Number: 17336887 (Use Format 7 Or 9 For FULL TEXT)

AT&T signs deal for nationwide office access. (HQ Business Centers will provide remote AT&T employees with HQ facilities)

August , 1995

Word Count: 1962 Line Count: 00161

11/3,K/2 (Item 1 from file: 13)
DIALOG(R)File 13: BAMP
(c) 2009 Gale/Cengage. All rights reserved.

00620421 24697255 2067811 (Use Format 7 Or 9 For Fulltext)
Building Web Sites For The Financial Markets
(Broker-dealers are a good source of revenue for Web site developers, however, these sites differ from other corporate and electronic commerce sites in that they are subject to regulatory supervision)

Article Author: Stanco, Tony
Boardwatch Magazine , v XIII , n 7 , p 34-40
July 1999
Document Type: Journal **ISSN:** 1054-2760 (United States)
Language: English **Record Type:** Fulltext; Abstract
Word Count: 1967

Abstract:
...fee rather than a fee dependent on the number of shares or value of the **executed transactions**. The online advertisements must adhere to the principles of fair **dealing** and good faith. Although accounts could be opened **online**, broker/**dealers** have not done so due to state requirements and fears of contract reenforceability of some...

11/3,K/6 (Item 3 from file: 15)
DIALOG(R)File 15: ABI/Inform(R)
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01124443 97-73837
Interactive technology: Breathing new life into branches
Lewin, Rebecca
Bank Systems & Technology v32n11 pp: 34-40
Nov 1995
ISSN: 1045-9472 **Journal Code:** BSE
Word Count: 1951
Text:

...not as high as he would like, a branch salesperson will take him to the **interactive** video terminal. The **salesperson** can initiate a three-way conversation with a licensed representative who will talk to the...

...the customer through an asset allocation program, assess his tolerance for risk and attempt to **close** the **deal** on a mutual fund.

"Today all banks are **dealing** with how to sell products that require a licensed representative. Many have taken the approach...

11/3,K/11 (Item 5 from file: 16)
DIALOG(R)File 16: Gale Group PROMT(R)
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06568738 **Supplier Number: 55468873 (USE FORMAT 7 FOR FULLTEXT)**
Sky Alland Aligns with Oracle Corporation, Lucent Technologies and IMA, Create the First Total-Solution Service for E-Commerce Customer Care.

Business Wire , p 1315

August 17 , 1999

Language: English **Record Type:** Fulltext

Document Type: Newswire ; Trade

Word Count: 1008

...relationship associate (CRA) and the customer to share application data, images, and conduct a voice **dialogue** during a single Internet session, bringing the **transaction** to a **close**. Through CentreVu, a customer will communicate with Sky Alland CRAs to comment on products and...

...the Web clicks on a "Call Us" button on the screen to talk to a **company representative**. CentreVu **Internet** Solutions routes the call straight to the CRA's telephone. The customer can then speak...

Full text NPL files - 6

? show files

File 621:Gale Group New Prod.Annou.(R) 1985-2009/May 06

(c) 2009 Gale/Cengage

File 635:Business Dateline(R) 1985-2009/Jun 10

(c) 2009 ProQuest Info&Learning

File 636:Gale Group Newsletter DB(TM) 1987-2009/May 20

(c) 2009 Gale/Cengage

File 570:Gale Group MARS(R) 1984-2009/May 20

(c) 2009 Gale/Cengage

File 249:Mgt. & Mktg. Abs. 1976-2007Apr W5

(c) 2007 Pira International

File 624:McGraw-Hill Publications 1985-2009/Jun 11

(c) 2009 McGraw-Hill Co. Inc

File 485:Accounting & Tax DB 1971-2009/May W5

(c) 2009 ProQuest Info&Learning

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Set Items Description

S1 1049148 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S2 525174 AUTOMAT?? OR COMPUTERI? OR ELECTRONIC OR VIRTUAL OR ARTIFICIAL??()INTELLIGEN?? OR INTELLIGENT(2N)(AGENT? ? OR SYSTEM?) OR BOT OR BOTS OR SOFTBOT? ? OR IA OR AI OR KNOWBOT? OR ROBOT? ? OR DYNAMIC OR INTERACTIV? OR INTERNET OR WEB OR ONLINE OR ON()LINE

S3 1049148 (SALES OR CUSTOMER OR COMPANY)()(REP OR REPS OR REPRESENTATIVE? ? OR ASSOCIATE OR ASSOCIATES) OR SALESM?N OR SALESWOM?N OR SALES()(MAN OR MEN OR WOM?N OR PERSON OR PERSONS OR PEOPLE) OR SALESPERSON? ? OR SALESPEOPLE OR SELLER OR SELLERS OR DEALER OR DEALERS

S4 444610 NEGOTIAT??? OR BARGAIN??? OR PARLEY??? OR DEALING OR HAGGL??? OR DICKER??? OR DISCUSS??? OR DIALOG?? OR CONFER OR CONFERENC??? OR TALK??? OR SPEAK??? AK???

S5 709277 MAKE OR MAKES OR MAKING OR CLOSE OR CLOSES OR CLOSING OR FINALI? OR ARRANGE OR ARRANGING OR ARRANGES OR COMPLETE OR COMPLETING OR COMPLETION OR COMPLETES OR CONCLUDE OR CONCLUDES OR CONCLUDING OR EXECUT??? OR DISCHARG??? OR IMPLEMENT? OR ACCOMPLISH?

S6 816031 SALE OR SALES OR DEAL OR DEALS OR CONTRACT??? OR AGREEMENT OR AGREEMENTS OR TRANSACTION OR TRANSACTIONS OR ARRANGEMENT OR ARRANGEMENTS

S7 23437 S2(3N)S3

S8 3120 S4(10N)(S5(3N)S6)

S9 29 S7(S)S8

S10 1075 S6(10N)(S4 OR S5)(10N)S7

S11 10 S9 NOT (PY> 2000 OR PD= 20000701:20001231)

S12 10 RD (unique items)

12/6/1 (Item 1 from file: 621)

DIALOG(R)File 621: Gale Group New Prod.Annou.(R)

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02525926 **Supplier Number: 62499477 (USE FORMAT 7 FOR FULLTEXT)**

Outsell Names Bill Milon Vice President of Sales, Marketing & Customer Development.

June 5 , 2000

Word Count: 434

12/6/2 (Item 2 from file: 621)

DIALOG(R)File 621: Gale Group New Prod.Annou.(R)

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02522858 **Supplier Number: 62438134 (USE FORMAT 7 FOR FULLTEXT)**

Outsell Names Sergey Tolkachev Chief Technical Officer.

May 22 , 2000

Word Count: 442

12/6/3 (Item 3 from file: 621)

DIALOG(R)File 621: Gale Group New Prod.Annou.(R)

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02226736 **Supplier Number: 57466423 (USE FORMAT 7 FOR FULLTEXT)**

ADP, Newgen Results Partner To Provide Auto Retailers e-CRM Services; E-business Strategy Will Help Dealerships Increase Profits.

Nov 10 , 1999

Word Count: 374

12/6/4 (Item 4 from file: 621)

DIALOG(R)File 621: Gale Group New Prod.Annou.(R)

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02175773 **Supplier Number: 55792091 (USE FORMAT 7 FOR FULLTEXT)**
Freightliner Chooses ADP To Develop Web-Based System; Sign Letter of Intent for Freightliner's Next-Generation Dealer System.
Sept 20 , 1999
Word Count: 572

12/6/5 (Item 5 from file: 621)
DIALOG(R) File 621: Gale Group New Prod.Annou.(R)
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02149465 **Supplier Number: 55468873 (USE FORMAT 7 FOR FULLTEXT)**
Sky Alland Aligns with Oracle Corporation, Lucent Technologies and IMA, Create the First Total-Solution Service for E-Commerce Customer Care.
August 17 , 1999
Word Count: 1008

12/6/6 (Item 1 from file: 635)
DIALOG(R) File 635: Business Dateline(R)
(c) 2009 ProQuest Info&Learning. All rights reserved.

2052763 51908955
Who Wants to Be A Young Millionaire?
Mar 14, 2000
Word Count: 11,213

12/6/7 (Item 2 from file: 635)
DIALOG(R) File 635: Business Dateline(R)
(c) 2009 ProQuest Info&Learning. All rights reserved.

0830309 97-90645
New Technology Services Offered Three Firms Here Collaborate on 'net
Publication Date: 970709
Word Count: 745

12/6/8 (Item 3 from file: 635)
DIALOG(R) File 635: Business Dateline(R)
(c) 2009 ProQuest Info&Learning. All rights reserved.

0757163 97-15695
Dialing for dollars
Publication Date: 961104
Word Count: 1,220

12/6/9 (Item 1 from file: 636)
DIALOG(R)File 636: Gale Group Newsletter DB(TM)
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04687972 **Supplier Number: 62712362 (USE FORMAT 7 FOR FULLTEXT)**

Biz-To-Biz Buzz Asia Pacific.

June 13 , 2000

Word Count: 547

12/6/10 (Item 1 from file: 485)
DIALOG(R)File 485: Accounting & Tax DB
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00700816 ** **FULL-TEXT AVAILABLE IN FORMATS 7 AND 9 ****

Internet Tax Freedom Act

Word Count: 1661 Line Count: 151

Jan 1999

V. Additional Resources Searched

Searches were conducted in two template files not accessible through DIALOG, Financial Times and the Internet and Personal Computing Abstracts, but there were no good results.